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SHOPFITTING SPECIAL SECTION

'NP' labelling:
the scheme
in detail

Society acts
on safety
containers

Firearms case
for Statutory
Committee



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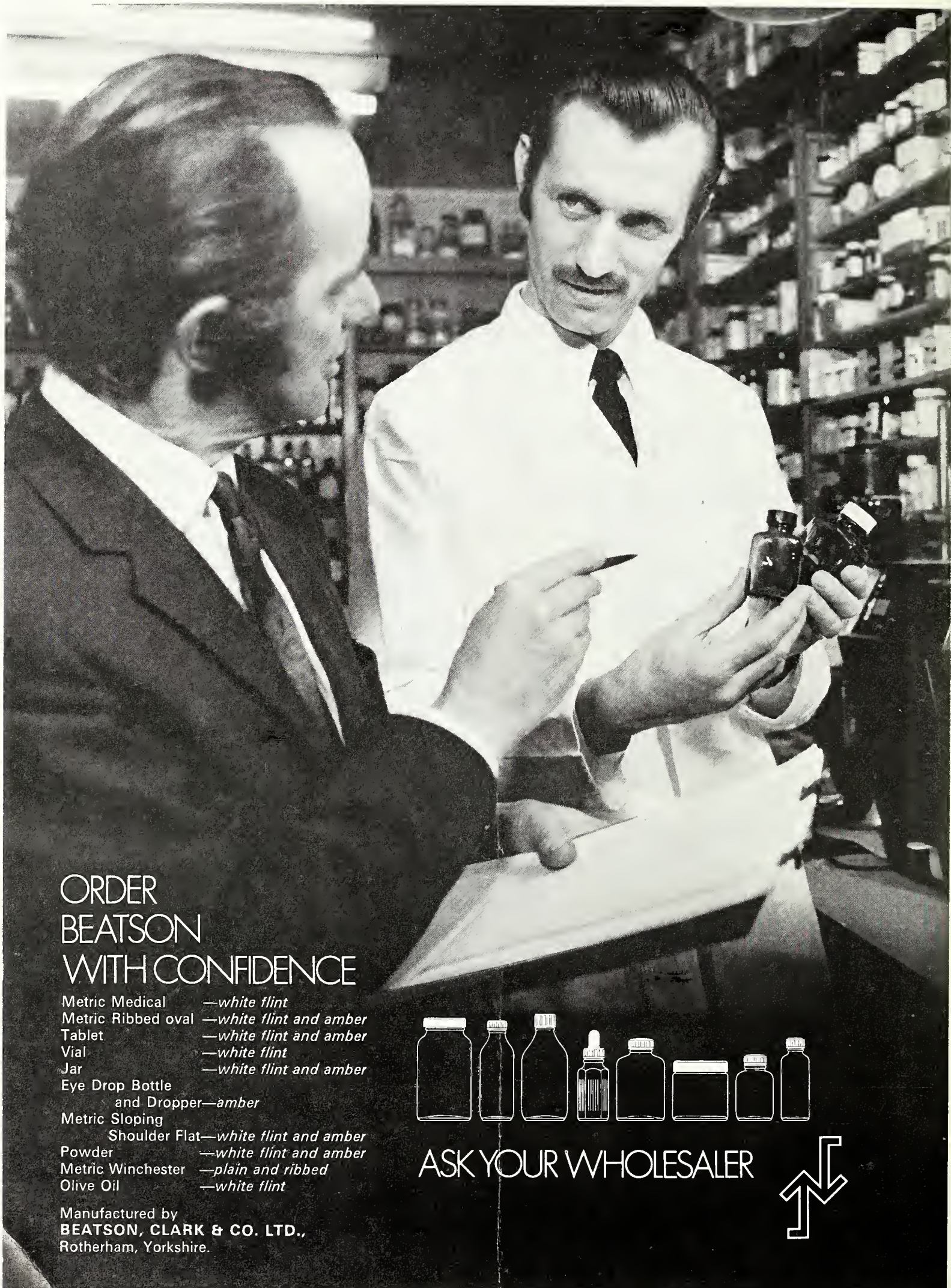
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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4800

The newsweekly for pharmacy

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Contents ©

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Plenty of space in the dispensary is a feature of this newly-styled pharmacy in Walton-on-Thames. This and other developments in shopfitting are examined in a Special Section beginning on page 349



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'NP' labelling: the scheme in detail

Arrangements for automatic "NP" labelling of NHS prescriptions, due to come into force on April 1, have been circulated in Scotland. Similar details for England and Wales are expected next week.

The arrangements implement the agreement between the Councils of the British Medical Association and the Pharmaceutical Society and accepted by the British Dental Association on a new convention for labelling dispensed medicines.

The terms are as follows:

□ Prescription forms used in the NHS will have the letters "NP" printed in a box in the top right hand corner of the prescribing area.

□ Subject to conditions set out below, the name of the preparation prescribed will be included on the label unless the prescriber deletes the letters "NP".

□ The strength will also be stated on the label in the case of tablets, capsules and similar preparations which are available in different strengths.

□ If it is the wish of the prescriber that a description of the preparation such as "The Sedative Tablets" should appear on the label, he should include the desired description in the directions for use on the prescription.

□ The arrangement will extend to approved names, proprietary names or BP, BPC, or BNF titles. If a prescribed preparation is written so that several ingredients are given, the arrangement will not apply.

□ The name written on the label will be that used by the prescriber on the prescription.

□ If more than one prescription is written on a prescription form, and the prescriber does not delete the printed letters "NP", each dispensed item will be labelled with the name of the preparation. If the prescriber does not wish all the items prescribed on a form to be so labelled he should delete the printed letters "NP" and write the letters "NP" against those items which he wishes to have named on the label.

□ In the case of private prescriptions, when the letters "NP" are not printed on the prescription form, the prescriber should write the letters "NP" against those items which he wishes to have named.

□ If any question is raised by a patient when the name of a prescribed medicine does not appear on the label, the patient will be referred by the pharmacist to the prescriber.

"The labelling of containers has always been regarded as a matter of professional practice resting between the professions concerned and the substitution of a printed instruction to the chemist for a written one does not bring the matter within the National Health Service terms of service of doctors, dentists and chemists," says a Scottish Home and Health Department memorandum.

Revised forms are to be used for all prescriptions issued in Great Britain on or after April 1. "This choice of date took account of the time required to print the revised forms and on the desirability of avoiding implementation during a period of heavy pressure in surgeries and chemists' shops."

Chemists are asked to apply the present convention to any prescriptions received after March 31 on forms which do not bear a printed "NP" box, ie, they should identify the medicine dispensed only if the prescriber has endorsed the prescription "NP".

No UK move yet on imipramine

A further statement on imipramine is expected from the Department of Health after the Committee on Safety of Medicines have discussed a report from Australia suggesting that the drug has teratogenic properties. The committee is to meet later this month.

Last week the Department said: "Imipramine is a valuable and widely-used drug." Only one report of limb abnormality in an infant, linked with the use of the drug, had been received in the past eight years by the Committee.

"Abnormalities of this kind can occur spontaneously; since many women are treated with



The pharmacy in the Barkingside High Street supermarket of Key Markets Ltd (described in C&D, March 20, 1971) has been closed. A spokesman said the space will be used for other merchandise; it was not producing the required returns per footage. There was always a possibility of opening a pharmacy in another branch given the space and the right area, he said

drugs during pregnancy, it follows that a small number of chance associations between drugs and congenital abnormalities will be reported."

The situation has arisen because of an article by Dr William McBride, an Australian gynaecologist, who is of the opinion that imipramine is the cause of limb deformities if taken in early pregnancy. He was the first to report on the deforming affects of thalidomide in 1962.

Following his claim, telegrams were sent to Australia's 18,000 doctors by the Director General of Health there advising them not to prescribe the anti-depressant to women of child-bearing age.

Geigy Pharmaceuticals told C&D that it was company policy to warn against the use of their product Tofranil during early pregnancy. 2.6 million people had been treated with the product since it was first marketed and they certainly were not aware of there being more than the normal incidence of infant abnormalities from women taking the drug.

Evidence sought on Glaxo bids

The Monopolies Commission, which is investigating the proposed acquisition of Glaxo Group Ltd by either the Boots Co Ltd or Beecham Group Ltd, is seeking comments or evidence on the proposals from "interested parties."

Evidence should be addressed to the Commission's secretary at New Court, 48 Carey Street, London WC2A 2JT.

Firearms case for Statutory Committee

When the Pharmaceutical Society's Statutory Committee meets on March 28-29, it will have before it information that "a member of the Society has been convicted of conspiracy with other persons unlawfully to procure the supply of fire arms, ammunition and prohibited weapons to persons not authorised to possess same under the provisions of the Fire Arms Act 1968 and convicted of other offences under the Fire Arms Act 1968".

The Committee will also inquire into four other cases and resume an inquiry previously adjourned.

Illicit LSD laboratories

The Home Secretary was asked in the Commons this week how many illicit laboratories producing LSD had been discovered by the authorities in the Metropolitan Police area; and if he would call for reports from Chief Constables as to the number of illicit laboratories producing LSD which had been discovered by the authorities in the provinces.

Mr Richard Sharpley, Home Office Minister of State, replied: "Three have been found in the Metropolitan Police District and one in Kent." He also stated that about 20 different forms of LSD known to the authorities had been found in the West country.

National search for suspect IV fluid bottles

A joint appeal by the Department of Health and Evans Medical Ltd went out on Monday not to use bottles from a batch (number D1192/C) of 5 per cent intravenous dextrose. Hospitals, doctors and pharmacists were asked to check their stocks and return any bottles from the batch. These will be analysed by the Government Chemist.

The move followed the discovery that the batch was possibly contaminated — one report suggests with a Gram negative bacillus.

Five patients at Devonport Hospital, Plymouth, died recently. All had been given intravenous injections of the solution.

On Tuesday the Department stated that the batch consisted of 510 bottles—not 660 as previously estimated.

They are believed to have been distributed through a wholesaler in Paignton, Devon, to hospitals in the south-west, in May last year. At the time of going to press 263 had been accounted for.

The batch was manufactured in April 1971 and carried an expiry date of April 1973.

Following a statement in the House of Commons by Sir Keith Joseph, Secretary for Social Services, Dame Joan Vickers recalled that in 1966 Evans Medical had to recall 150,000 bottles of a fluid. Sir Keith replied that since then Evans had been involved in no other incident until now, and a considerable tightening up of precautions was made after the 1966 episode. "The likely cause of the 1966 contamination was the faulty sealing of a bottle. More rigid specifications, including the provision of a metal sealing ring, had then been laid down.

Mr Peter Emery stated "Obviously the quality control has failed here". When fatalities resulted action should be taken by the Department to ensure that it could not happen again—"Yet this is the second time that this has happened with the same firm in a matter of seven years". Sir Keith replied: The Department cannot possibly monitor every process of every product but it does exercise vigorously the sensible monitoring which a client should use". He stressed that a new factor was the Medicines Commission.

□ As we were going to press we learned that Government inspectors had stated that in their opinion the contamination of the fluid was due to the faulty operation of an autoclave at Evans Medical. Pending the results of further enquiries the Secretary of State for Health has placed an embargo on all infusion or lavage solutions made by the company, except where local bacteriological examination of the contents has proved satisfactory.

Concern over paracetamol

Details of a recent fatality involving an overdose of paracetamol are to be brought to the notice of the Medicines Commission. Mr Michael Alison, Under Secretary of State at the Department of Health, said in the Commons on March 1.

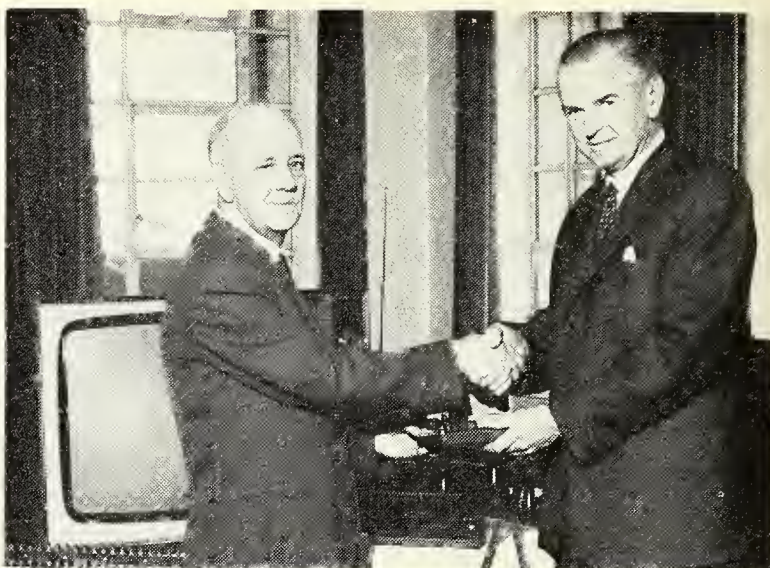
Asked by Mr John Golding (Labour, Newcastle-under-Lyme) whether action would be taken to reduce the risk of death from paracetamol, Mr Alison said that the Commission is at present considering what restrictions should be placed on the retail sale of medicines, including paracetamol.

Drug curb asked for in Bristol

A Bristol doctor has estimated that tablets containing amphetamine are still being prescribed at a rate of a quarter of a million a year within the Bristol Executive Council area.

Writing in the *British Medical Journal* Dr C. J. Burns-Cox refers to the Local Medical Committee's request to cut amphetamine prescribing, made in 1970, and says that the quantity, "allowing for their use in narcolepsy and hyperkinesia, is a lot, even for a population of half a million."

Local pharmacists co-operated to produce the estimate and commented that there had



Mr Harry Wilkinson retired on February 29 from British Cod Liver Oils (Hull & Grimsby) Ltd after 37 years' service with the company. In the picture he is seen during a presentation of farewell gifts with Mr G. E. Tunnicliffe (right), the company's managing director

been a reduction in prescriptions for amphetamines.

The doctor concludes, "while the quantity has fallen, it might be time for a further attempt to discourage most strongly the use of amphetamines both in Bristol and probably throughout the country."

Request for help from pharmacists

All registered pharmacies are to receive a copy of a letter from the Committee on Safety of Medicines introducing a new type of "yellow card" to be used by doctors when reporting adverse drug reactions to the Committee.

In a covering note the secretary of the Committee explains that the information is being sent not only to doctors but also to pharmacists and dentists.

It states: "If an opportunity for you to encourage the reporting of a suspected adverse reaction to a medicinal product should arise, or to assist a doctor or dentist in any way to make such a report, your help would be most welcome."

New chairman for DITB

The new chairman of the Distributive Industry Training Board is to be Mr John Christie-Miller, director of Associated British Hat Manufacturers Ltd, and chairman of Swain & Co Ltd, printers and proprietors of the *Stockport Advertiser* series of weekly newspapers.

Mr Christie-Miller succeeds the late Mr George Spencer who died in August 1971.

Future hopes for the NPU

Mr Harold Cowen, financial adviser to the NPU Group for over ten years has retired.

At a dinner to mark the occasion Mr Cowen said he viewed with abhorrence the spread of the supermarket and impersonal trading, but he had seen the shrinkage in pharmacists' share of the total market and believed that a long cool analytical look, rather than the taking of emotional attitudes, was what was needed to provide a viable answer to survival. For the future he could see the Group's commercial activities needing to "burst out" of the constitutional confines of a trade association.

Response to drug campaign

A "Don't hoard medicines" campaign conducted in Glamorgan and Cardiff produced a response in 81 per cent of householders interviewed in a survey carried out to assess the campaign's success.

Of those 34 per cent admitted to having hoarded old medicines; 28 per cent said they had destroyed them in their homes; 2 per cent took them to pharmacies and 4 per cent did nothing about them.

The campaign, in which pharmacies were chosen as collecting points, yielded a total of 2,903lb of tablets. It encompassed a population of 1,259,200.

Dr Wrigley stands down from Council

Dr Fred Wrigley, who was co-opted to the Pharmaceutical Society's Council in 1970 following the resignation of Mr. M. E. Millward, has decided not to stand in this year's election.

The list of candidates, re-elected by the Society last week, has only 15 names compared with 20 in 1971. It is:

A. Aldington, London
A. H. Beckett, Bromley, Kent
I. S. Benjamin, London
J. C. Bloomfield, Portsmouth
M. Gordon, Leeds
A. Howells, Bexleyheath, Kent
R. A. Hughes, Colwyn Bay
R. C. B. Jones, Brentwood, Essex
Enid Lucas-Smith, Langley, Bucks
D. H. Maddock, Cardiff
C. H. P. Robinson, Mansfield, Notts
D. N. Sharpe, London
C. C. B. Stevens, Congleton, Cheshire
R. G. Worby, Woodford Green, Essex
K. W. Youings, Castle Cary, Somerset

The following are candidates for the election of auditors:
A. H. Briggs, Slinfold, Sussex;
J. C. Hanbury, Ware, Hertfordshire; Sir Harry Jephcott, Bt, Eastcote, Middlesex; L. G. Matthews, London; F. J. Reynolds, Birmingham; A. G. Shaw, St Albans, Hertfordshire. Mr H. Treves-Brown does not seek re-election.

1972 narcotics requirements

Included in the Estimated World Requirements of Narcotics in 1972, published by the International Narcotics Control Board, are the following estimates for the United Kingdom and Ireland. The quantities are in kilos except where otherwise stated.

Cannabis 50; cocaine 122; codeine 15,280;

Dextromoramide 26; diethylthiambutene 11; dihydrocodeine 2,008; diphenoxylate 250.5; dipipanone 80;

Ethylmorphine 306; etorphine 120g; etorphine 3-methyl ether 550g; fentanyl 50g;

Heroin 85; hydrocodone 462; hydromorphone 100g; levorphanol 1.2;

Methadone 60; methadone-intermediate 150; morphine 25,462; opium 263,500; oxycodone 8;

Pethidine 1,000; pethidine-intermediate A 4,003; pethidine-intermediate B 100g; pethidine-intermediate C 100; phenazocine 5.5; phenoperidine 400g; pholcodine 1,340;

Thebacon 10g; thebaine 1,006.

For Ireland the estimated requirements are: Cannabis 100g; cannabis resin 100g; cocaine 2.75; codeine 751.5;

Dextromoramide 3; diethylthiambutene 120g; dihydrocodeine 100g; diphenoxylate 50g; dipipanone 2;

Ethylmorphine 350g; etorphine 50g; fentanyl 7g; heroin 100g; hydrocodone 100g; hydromorphone 50g;

Levorphanol 40g; methadone 2.5; morphine 10; normethadone 2; opium 42.5; oxycodone 300g; pethidine 70; phenazocine 25g; phenoperidine 30g; pholcodine 25; thebaine 25.

Coupons: new record set

Coupon redemptions in Britain could reach a record level of 250 million in 1972 according to Nielsen Clearing House, the coupon clearing division of A. C. Nielsen Co Ltd. This compares with estimated coupon volumes of 200 million in 1970 and 55 million in 1965.

A study of 141 manufacturers using couponing, undertaken recently by Nielsen Clearing House, revealed that the average handling allowance made by manufacturers to retailers is 18.4p per 100 coupons, with a range from 12.5p to over 25p. Almost one in five manufacturers offer retailers an allowance of 17.5p.

The study also revealed that the average face value of coupons in January 1972 was 3.2p, an increase of almost 1p compared with 1971.

Advice on choice of diluents

When it is necessary to reduce the strength of an ointment or cream, prescribers may be willing to follow the practice adopted by some doctors of leaving the choice of diluent to the pharmacist who dispenses the prescription, states an article in last month's *BMA News*.

It points out that the Pharmaceutical Society has recently drawn attention to the choice of diluents and reminds doctors that advice is given on the subject in the British National Formulary.

COMPANY NEWS

Gala sales up £2 million

Gala Cosmetic Group Ltd had sales of £10.12m in 1971 (against £8.10m in 1970). Group profit, before tax, was £930,000 (£532,000) and after tax, £621,000 (£407,000). Recommended Ordinary dividend for the year is 13 per cent against 10.8 per cent in 1970.

Group sales and profit include the Nivea business for a full year in 1971, but do not include the Nivea profit before tax for the period January 1-June 20, 1970, amounting to £176,000.

Mr S. H. Picker has waived part of his rights to the dividend proposed on the Ordinary shares.

The board reports continuing progress despite the fuel crisis.

Hestair to sell property

Sales of property and other assets by Hestair Ltd which would improve net current assets from £600,000 as at November 1, 1971, to some £1.7m have been disclosed by chairman, Mr David Hargreaves. He also told the annual meeting on March 1 that, although too early to forecast current year profits, early indications from Johnsons-HPL Ltd effectively acquired six weeks ago, were encouraging, and the rest of the group had had a satisfactory first quarter.

Contracts had been exchanged for the sale of the Hendon Way site of Johnsons of Hendon for £1.15m, although the site was being retained for the time being.

A & W sales down but profit up

Despite serious cost inflation poorer figures from Newfoundland and somewhat lower sales volume, Albright & Wilson Ltd's operating profit in 1971 improved by £450,000 after deducting Midlands Silicones, since sold, from the 1970 figure). This was achieved by stringent control of expenditure

and by higher selling price", say the directors.

An improvement from £1,009,000 to £1,667,000 in profit attributable to Ordinary holders reflects additionally, the benefit from the short-term investment of the Tenneco loan.

Negotiations are proceeding for the sale of all the company's interests in Belledune Fertiliser and full provision has been made out of reserves in 1971 for an estimated loss on disposal of £3.25m.

Group sales totalled £123.9m in 1971 against £128.9m in 1970. Total dividend recommended for the year is 4 per cent.

Changes at Purfinol

Following the regrouping of Petrofina's activities in mineral white oils, petrochemicals and plastics, chemical fats and associated products, Purfinol Ltd founded in 1915, has changed its name to Fina Chemicals Ltd.

Mr J. E. F. Downing, managing director of Purfinol since 1959, has been appointed to the board of another company in the Petrofina Group, and his place has been taken by Mr J. W. Middlemas, formerly of Petrofina (UK) Ltd. The sales of white oils and associated products will be handled by the Purfinol division of the company, with Mr S. B. Dallimer as the director responsible.

Mr D. W. White, formerly of Petrofina (U.K.) Ltd, has been appointed to the board as director in charge of the petrochemicals and technical services division.

Upjohn's record sales in 1971

The Upjohn Co achieved record sales and earnings in 1971.

Consolidated net earnings in 1971 increased by 5.6 per cent to \$39.79m over 1970. Net sales were \$438.39m, a gain of 10.2 per cent. Net earnings for 1971 included a previously announced after-tax gain of seven cents per share from the sale of the Asgrow Seed unit's headquarters in Connecticut.

Warner-Lambert's successful year

Warner-Lambert Co's sales for 1971 increased by 7 per cent to \$1,346.05m. Pre-tax earnings were \$195.94m compared with \$183.98m in 1970. After tax, earnings were \$108.09m

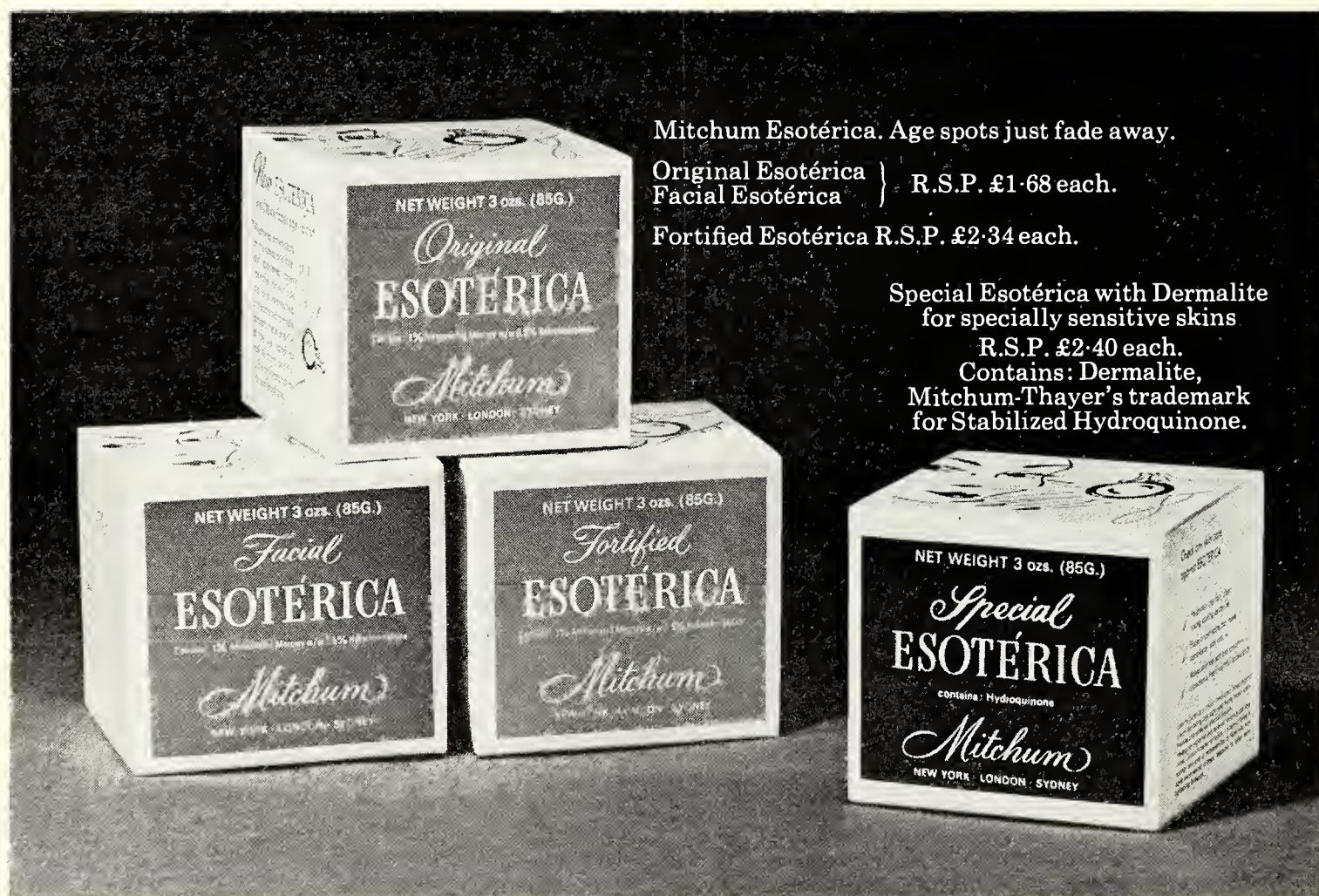
Continued on page 329

MITCHUM
IS NEWS!

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Facial Esotérica }

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Special Esotérica with Dermalite
for specially sensitive skins

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Contains: Dermalite,
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CR9 2DB. Tel: 01-686 7345.

A
MITCHUM-THAYER
PRODUCT

Continued from page 327

(\$98.33m). Each of the company's profit centre groups increased their sales in 1971, sales growth in the professional products exceeding that of the corporate average.

In brief

Miss C. D. Robertson Muir, FPS, 64 High Street, Lochee, Dundee, has announced closure of the prescription side of her business although it is intended to continue meantime with the sale of pharmaceutical products, cosmetics and toiletries. The business will close eventually; Dundee Corporation has imposed a compulsory purchase order to make way for redevelopment.

Valor Co Ltd has sold the health products section of Valor Ironcrete Ltd to Helitron Ltd, a company in which Mr Michael Howorth, former managing director of Valor Ironcrete is the principal shareholder. As part of the purchase consideration, Valor will receive a 10 per cent interest in Helitron Ltd and a modest goodwill payment based on Helitron's turnover during the next three years.

Remploy Ltd: Mr L. Stuchbery, chairman, in his annual report, states that sales increased by 20.5 per cent in the year ended March 31 over the previous year to a record £11,266,000. After taking inflation into account the increase was 11.75 per cent. A new factory at Wrexham was nearing completion. This would replace existing premises there which made Lundia shelving.

Travenol Laboratories Ltd is the new title of Baxter Laboratories Ltd, from March 1. The company is part of an international organisation and the change will bring it into line with other Travenol companies around the world. The name Baxter will be retained as a division of the company, as will Fenwal, Hyland, Artificial Organs and Wallerstein.

International Chemical & Nuclear Corporation has acquired Sherman and Ulster Ltd, a Canadian pharmaceutical company, for approximately \$1.4m in ICN common stock. Sherman and Ulster, with headquarters in Toronto, had consolidated sales of approximately \$1.85m in the year ended May 31, 1971.

The Astra Co, Sweden, is planning to spend SKr5m on an extension of its pharmaceutical plant in Chile.

Monsanto Chemicals: In the first half of 1971 group profit,

before tax, fell by £591,000 to £2,187,000. For all of 1970 the pre-tax balance was £5,249,000 and the net £3,047,000.

Photopia International Ltd showed a 9 per cent rise in turnover at £1.19m for the six months ended October 31, 1971. Pre-tax profits, at £101,012, were up 12 per cent.

Anard-Mount (London) Ltd are moving on January 31 to Burlington Works, Tudor Estate, Park Royal, London, NW10 (tel: 01-965 9528).

Optrex Ltd have installed a Keystone Vision Screener at their Perivale, Middlesex factory to enable employees to take advantage of regular vision checks.

Mr Liam Murray has re-opened the pharmacy at Parnell Street, Dublin, which had been conducted for some years by Mr Geoffrey Bourke.

Appointments



John Heathcoat & Co, Ltd: Mr D. B. Hallett, managing director of Lastonet Products Ltd has been appointed to the board of the parent company, John Heathcoat Ltd, of Tiverton, Devon. Mr Hallett will continue as managing director of Lastonet and will work from Redruth, Cornwall.

E. C. DeWitt & Co Ltd: Mr L. J. Busby, formerly sales manager of the pharmaceutical division is now sales manager responsible for all national accounts and special projects. Also in the division Mr W. Young, formerly a representative in the midlands is now northern area sales manager and Mr J. Metselaar, formerly representative in East Anglia and parts of London, is now southern area sales manager.

Armour Pharmaceutical Co Ltd: Mr W. F. Ticehurst and Mr F. R. Worsfold, deputy



A streamlined 10,000-sq ft distribution centre for L'Oreal on the Dublin Industrial Estate was opened recently by Cyril Ashley (right), assistant managing director of Golden Ltd. Seen here with Mr Ashley is Mr Oliver Murphy, Irish area manager, consumer division

managing directors have been elected joint managing directors of the company. Mr Ticehurst will continue to manage the hospital products division and Mr Worsfold the international division holding also the managing directorship of the South African Armour-Dial subsidiary—Dial Toiletries & Pharmaceuticals (Pty) Ltd.

Pharmax Ltd: Mr Iain Lees, sales and marketing director has been appointed deputy managing director of Pharmax and joins the board of the new medical division of LRC International Ltd. Mr Harold Bull, has been appointed divisional advertising manager of the same division which includes Pharmax and the Medical Supply Association Ltd. Mr Norman Gray, advertising manager of MSA, is to be advertising manager to assist Mr Bull in this new division.

Johnsons of Hendon Ltd have appointed Stuart Slatter their managing director. Mr Slatter is a qualified barrister-at-law, obtained a master degree in business administration from Stanford University Business School and an MA in economics and law from Cambridge.

Carter-Wallace Ltd: Mr Nigel Harris has been appointed Southern regional manager and Mr Vic Gibson Northern regional manager. New representatives are: Mr. Cyril Fox (North London, Middlesex Herts and Bucks), Mr Brian Gardiner (Surrey, Sussex and South London), Mr Gordon Elliott (Cornwall, Somerset and part of Gloucester) and Mr David Brownrigg (Liverpool and West Lancashire).

Mr A. J. Bennett CBE MA, Under-secretary, Department of Health and Social Security has been seconded from April 1 to take up duty as secretary of the Staff Commission which is to be concerned with staff redeployment and problems arising from the reorganisation of the National Health Service. Chairman is Sir Richard Hayward, CBE.

Sterling-Winthrop Group Ltd, have appointed Sir Derrick Dunlop to the board. Sir Derrick was the first chairman of the Medicines Commission, retiring at the end of last year. Prior to that appointment he was the first chairman of the Committee on Safety of Drugs.

Unigate Foods. Following the integration of the sales forces of their two baby food companies—Cow & Gate and Trufood—Unigate Foods have appointed Mr Peter J. Wood, general sales manager for baby foods.

Rapidol Ltd have appointed Mr R. J. R. Juniper to cover Bedfordshire, Berkshire, Buckinghamshire, Hertfordshire, Northamptonshire, Oxfordshire and West Surrey.

Nicholas International Ltd have appointed Mr L. G. Cuming to the new position of executive vice-president of the group. Mr A. J. Jamison becomes general manager, international division. Mr P. N. Daddo takes over from Mr Cuming the position of general manager, Pacific division.

Thermos Ltd have appointed Mr W. H. Wilson manufacturing manager responsible for their Brentwood, Thetford and Tottenham factories.

PEOPLE

Mr A. P. Wallace, MPS, 306 Queens Road, Aberdeen, becomes a centenarian on St Patrick's Day. Qualifying in 1896 "AP" (the name always used by his staff when speaking about him) went to Grangemouth to manage a business before opening on his own account in Torry, Aberdeen. He also had pharmacies in Market Street and Bridge Street. The Market Street pharmacy was sold to his partner, the Torry pharmacy was sold in 1929 and the Bridge Street in 1938 when "AP" retired (see also p347).

Mr James Charles, MPS, 67, has retired from the business in which he was a partner at 36-38 Queen Street, Burslem, Staffordshire. He had been in the business for 50 years—since he and a partner took over from Mr Charles's father, who bought the pharmacy in 1889. Mr R. Sutton, the other partner, has also been in pharmacy for fifty years.

Mr Isaac W. Edwards, MPS, secretary and a director of Isaac W. Edwards Ltd, Hightown, Liverpool, and his wife celebrated their golden wedding anniversary recently. The couple have lived in Hightown for over 40 years.

Mr W. H. Green, MPS, has been re-appointed for a further three-year term to the Greenwich and Deptford Hospital Management Committee. Mr Green is chairman of the pharmaceutical sub-committee of the hospital management committee.

Mr Joseph B. Murphy, the Cork representative on the Council of the Pharmaceutical Society of Ireland, has tendered his resignation. For personal reasons he stated he was finding it increasingly difficult to attend meetings.

Deaths

Collins: On March 4, Mr Douglas Collins, founder of the Goya cosmetic business. Mr Collins started the business in 1937 and in 1960 sold it for £1.5m. Eight years later he bought part of it back for £800,000. In the meantime he acquired Sutton & Sons Ltd, seed merchants. He was author of "A Nose for Money" (his

autobiography), "Sailing in Helen" and a series of children's books.

Crosskill: On February 21 Mr A. R. Crosskill, chairman and until recently managing director of C. R. Crosskill & Sons Ltd, Calvert Works, Norwich, aged 82.

Graham: On February 7, Mr Robert Bruce Graham, MPS, 54 Trinity Road, Edinburgh. Mr Graham qualified in 1919.

McCullough: On February 8, suddenly, Mr Frederick Hugh McCullough, MPSNI, Ballee Cottage, Antrim Road, Ballymena, co Antrim. Mr McCullough qualified in 1932. Over 30 years ago he opened the Harryville Pharmacy, Ballymena, where he carried on business up to the time of his death.

Stewart: Recently, Mr Alexander Smith Stewart, MPS, 15 Randolph Street Buckhaven, Fife, aged 55. Mr Stewart trained at Robert Gordon's College in Aberdeen qualifying in 1938. He was in business in Aberdeen before moving to Fife 19 years ago.

NEWS IN BRIEF

□ Average weekly value of sales by chemists and photographic goods retailers in Northern Ireland was 3 per cent lower in November 1971 than in the corresponding month a year earlier.

□ The official index figure which measures changes in the average level of retail prices (January 16, 1962=100), was 159.0 on January 18, compared with 158.1 on December 14, 1971.

□ *World Medicine*, we have been asked to point out, is an entirely separate — though "sister" — publication from *Medicine Mondiale*, which awarded the *Prix Galien* to Intal (last week, p295).

□ The Department of Health of Social Services spent £13,803 on advertising prescription charge season tickets during 1971, Mr Michael Alison, Under Secretary, stated in a Commons reply recently.

□ A directory containing details of 50 consultants who are available to give advice on problems connected with chemical engineering has been produced by the information service of the Institution of Chemical Engineers, 16 Belgrave Square, London SW1X 8PT (£0.50).

Topical reflections by Xrayser

VTO

I have read all the material in last week's issue concerned with NPU, VTO, and OTC. (The last mentioned referred to a body called the Officers' Training Corps in my younger days, but it seems to have acquired another meaning today.) I wish I could say that I have now a full understanding of all the implications, but I find it a little difficult to grasp all that is involved. For example, not knowing precisely what is meant by "store traffic" is something of a handicap, and some of the points made by the speakers will require more elucidation than given at Brighton.

Mr Trotman said that there must be corporate aims and identity, but that that did not mean common facias, though he did say that there would need to be adherence to certain standards—of shop, of service, of merchandising and of appearance. Why, in the circumstances, the common facias should be left out I cannot quite see, particularly as the use of a common symbol that would associate the retailer with the organisation is to be a part of the whole.

Symbols, he said, were used so that the public would not have to read the name—they would recognise it. So, in a measure, do we return to a day when the customer was guided by the barber's pole and the gilded bullock, the outsize pocket watch swinging above the pavement or the little midshipman over Sol Gill's door. But while the shop signs of a previous age merely identified a particular trade, the symbol proposed is to identify a policy. The former did not detract from individuality, while I think the latter does. But that, of course, is its purpose.

Pharmacy has ever been the resort of the individualist, and the new scheme is designed to break that barrier and make use of joint, planned effort. (Although a member of the NPU for very many years, I do not display the carboy sign. I removed it the day a customer observed that he noticed I had been taken over by the NPU.)

Brand leaders

There seem to be many imponderables in applying the principles of the voluntary trade organisation to pharmacy, as compared with grocery. What range is covered in groceries? I note that in pharmacy the scheme would concern itself with toiletries only, and Mr Trotman mentioned specifically shampoos, hairsprays and hand creams, in what he called "brand leaders." Are we to take it that the scheme will be limited to that kind of toiletry and will not embrace what are usually regarded as "agency" lines?

If so, I am already inundated daily with special offers from several wholesale houses aimed specifically at the goods described as brand leaders.

Clouds

At the same meeting, Mr D. N. Sharpe stated that it was rubbish to regard pharmacists on the Continent as living in a cloud of professionalism, for with increasing tourism they were introducing cosmetics, for example. I should have thought that increasing tourism had little effect, and I recall that the first breach in the wall of professionalism took place in that part of West Germany which was regarded as the American Occupation Zone, and I don't think I would be wrong in attributing the change in this country to transatlantic influences early in the century.

Big business, rather than tourism, made its presence felt in that regard. I would hope that a stand will be made on the Continent to preserve the best features of professional pharmacy.

fast...

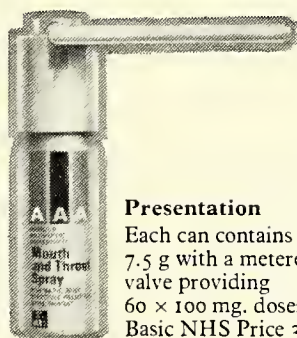
*...and
effective*

**'TROUBLE
SHOOTER'**

ANTISEPTIC
ANAESTHETIC

AAA Mouth and Throat Spray

effective against
all the organisms which
commonly cause
infections of
the mouth and throat.



Presentation

Each can contains
7.5 g with a metered
valve providing
60 x 100 mg. doses (shots).
Basic NHS Price 30p.

**Inflamed
Throats**

**Mouth
Ulcers**

Further information is available on request.

ARMOUR PHARMACEUTICAL COMPANY LTD
EASTBOURNE SUSSEX.

JA29/TS/2

BONUS OFFER

**PROFIT BY PROFESSIONAL
RECOMMENDATION
OF A 'CHEMIST ONLY' LINE**

During the coming months many
prescriptions will reach you
for AAA Mouth and Throat Spray.

Why not take advantage of this
prescription demand and, increase it by:-

a) recommending the product with confidence
to those customers seeking your professional
advice on the treatment of SORE THROATS
and MOUTH ULCERS.

b) ordering a 'bonus' parcel NOW.

**BONUS OFFER PERIOD - March 6th.
- March 31st. 1972**

OFFER Order through your local wholesaler at the rate of
10 packs invoiced for the price of 8 during the offer period.

- incidentally, on an outlay of only £2.40 this offer brings
you a return of £4.50 - a cash profit of £2.10

SEND THIS TO YOUR WHOLESALE NOW

NAME _____

ADDRESS _____

BONUS OFFER

AAA Mouth and Throat Spray
OFFER PERIOD
March 6 - 31 1972

Supply:- (tick appropriate ☐)

☐ 10 pks. invoiced at 8-pack price

☐ 20 pks. invoiced at 16-pack price

☐ 30 pks. invoiced at 24-pack price

This year, Breck new ingredients in Four for you.

Following our amalgamation with Shulton, we are going straight into the new year with a brand new plan of action.

It's called the Golden Formula, and this is how it will work.

1. We'll be concentrating our sales and marketing efforts to build a lot of new business through chemists.
2. We'll be introducing a simple, sensible profit maintenance programme to give you the best margins.
3. We'll be showing off to the consumer with bright, effective advertising.
4. And throughout the year, we'll be introducing new products, new packaging and new promotions.

Our first new product is featured in the ad on the right.

have put five all their shampoos.

One for your customers.

The first complete shampoo for long hair.



There are a lot of girls in the world with long hair.

Most of them have problems with it.

And in spite of the way a few people have been carrying on recently, split ends isn't the only problem.

There are others. Just as common.

Like greasy roots. And body that disappears overnight.

All of which you're probably only too well aware.

So are the girls who come into your shop. So are we at Breck.

Not surprisingly, we've introduced a shampoo that takes care of all the problems that go with long hair. *And we mean all.*

It's Breck Basic Texturising Shampoo. And it will be the subject of a very large advertising and promotion campaign that will be breaking soon.



Bottles 32p and 23p.
Rec. R.S.P.

Sachets 5p.
Rec. R.S.P.

Details of special launch prices are available from your Shulton representative. If you do not get a direct call from Shulton, please contact your wholesaler.

NOW
meet
your open prescriptions
for
METHYLDOPA
with Dopamet*

DOPAMET, 250mg. yellow film-coated
tablets, in containers of 250 and 1,000.

Ask your BERK Representative about
our very competitive prices and parcel
discount terms or write for further
information.



BERK PHARMACEUTICALS LIMITED
GODALMING & SHALFORD, SURREY
Telephone Godalming 4191

NEW PRODUCTS AND PACKS

Baby care

A triple from Maws

Maws have recently introduced an addition to their baby pants range. Called "Triple Pack" this is a pack of three (£0.18) high quality pull-on pants which are made in four sizes—small, medium, large and extra large. They are made from soft, washable plastic, with elastic waist and legs and all welded seams.

The emphasis is on high quality for a moderate price, plus attractive packaging in the new Maws style (S. Maw Son & Sons Ltd, Aldersgate House, New Barnet, Herts).

Oral hygiene

'Strong' flavoured toothpaste

Close-Up is a "strong-flavoured" translucent, red gel toothpaste, containing refined silica derivatives as cleaning and polishing agents blended with glycerine and sorbitol and flavoured with cinnamon spices and menthol. There are two sizes: standard (£0.15) and large (£0.22).

In the USA after its launch in January 1970 the brand quickly captured a steady 15 per cent share of the colossal toothpaste market—a brand share equal in turnover to the total United Kingdom market.

Gibbs say that half the country will hate Close-Up, but the other half will love it and that half will provide the large, extremely loyal core of regular users, that is the bedrock of all major brands.

Gibbs are spending more than £2m in the next ten months to promote Close-Up including £500,000 on a TV campaign that will continue at launch levels throughout the year (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1).

Cosmetics and toiletries

Restoria shampoo

The latest addition to the Restoria range of hair products, which are designed to banish grey hair, is Restoria shampoo (£0.31). This is said to be formulated to enable the lotion and dressing to work

with maximum efficiency and comes in a 110cc bottle (Scott & Bowne Ltd, 50 Upper Brook Street, London W1Y 2AE).

Hand made hand cream

Mavala's Hand Creme from Switzerland (£1.49) is claimed to be the only hand-made hand cream in the world, with such fine ingredients that it can also be used on the face with perfect safety. The product is packed in circular white pearlised plastic pots, each containing 60g, and white outers.

The company has also announced three new "earth tones" in their range of nail enamels (£0.36), Bombay, a deep red; Rio, a red brick tone; and pearlised St Tropez, brown tinted with deep rose (Mavala Laboratories Ltd, 48 High Street, Horley, Surrey).

All Fresh clean-up squares

All Fresh, clean-up squares by Beecham Products are impregnated with alcohol and mild detergent and offer a method to remove light soiling from the hands and face. The product dries quickly after use, leaving the skin clean and fresh.

All Fresh is expected to have broad appeal to a variety of different users. The strong, soft fibre squares are lightly perfumed and individually foil-sealed to retain their moisture. Just one tissue is sufficient to remove particulate dirt and light grease from the hands and face. Each of the striking blue and green boxes contains 10 sachets (£0.22) and is easily accommodated in either pocket or hand-bag (Beecham Products (UK), Great West Road, Brentford, Middlesex).

Fontarel's Monitor

Fontarel are introducing Monitor, a suntan cream that "is different". It is said to have "moisturising elements", a distinctive perfume devoid of irritating constituents, and to contain "vegetable and animal extracts which are anti-inflammatory and protect the skin from dryness". Fontarel state that it also contains traces of vitamin A, caroten B and a special sunfilter.

Presentation is in an original duo-set (£1.70) composed of an easy-to-handle container "plugged" on to a much larger one from which the smaller (£0.70) can be refilled. It can be sold as a duo-set or individually (Fontarel Ltd, Percival House, Pinner Road, Harrow, Middlesex).

Lancome stimulating cream

Lancome's new Creme Stimulante replaces Creme No 9 and Juvenale—both of which are said to have a texture that is out of fashion.

Creme Stimulante is a specific night cream designed to complete the action of daily diet creams, being effective in the treatment of the problems of "tired" skins which no longer react normally. It is formulated with biological extracts reinforced with physiological serum (said to have strong moisturising power) and vitamins, to produce a cream that is "rejuvenating, stimulating, hydrating and nourishing".

Cosmetic applications include broken veins, skin debility, small pimples and acne scars, brown marks and sallow and



faded complexions. Two sizes available—£1.95 and £2.80.

Also new is Douceur Demaquillante Nutrix, a soothing emulsion to remove make-up, especially suitable for sensitive skins. Presented in a bottle with dispenser (£2.95) and tube (£1.95) for travelling (Lancome (England) Ltd, 14 Grosvenor Street, London W1).

Natural honey for dry skins

Revlon have launched hypo-allergenic Natural Honey—Dry Skin Relief Moisture Lotion (£0.95), containing natural honey and oils, including peach kernel oil, real protein, organic herbs and silicone.

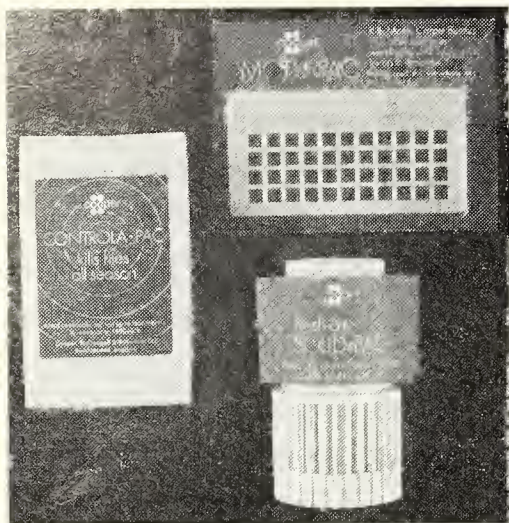
This is claimed to have been formulated in response to the current overwhelming demand for natural organic herbal products and can be used on the hands, arms, elbows, legs and heels, where it leaves the skin soft, but never greasy. The lotion is packed in 12oz plastic bottles (Revlon International Corporation, 86 Brook Street, London W1).

Plastic bottles for Roja

Roja's Twice as Lasting hairset (£0.37 for six applications, £0.10½ for one application) is now being packed in clear lightweight plastic bottles.

The formula remains the same, but three shades in Twice as Lasting with Colour,

Continued on page 336



Continued from page 335

available only in one application size, have been renamed: Matt Silver becomes Pure Silver, Ash becomes Cool Ash and Brown becomes Brown Velvet. Auburn will be deleted from the range to be replaced by Golden Beige (Golden Ltd, Berkeley Square House, Berkeley Square, London W1).

Household

Coopers household products

The new Controla-Pac flykiller (£0.85) unlike ordinary strips, has been developed as a "fully controllable" flykiller, which can be turned on or off as required and will kill flies all season. It is claimed to be leak-proof and requires no handling and is packed in display outer of one dozen.

To complement the Controla-Pac flykiller, Solid-Pac Freshaire (£0.32) has been introduced. Again this pack is fully controllable and releases a pronounced perfume for up to two months, even if fully opened. It is said to be ideal for use in either kitchen or bathroom and is packed in a display outer of one dozen.

Completing the range is Cooper Moth-Pac (£0.35) which incorporates a self-adhesive pad to fix to the inside of a wardrobe or linen cupboard. Cooper Moth-Pac is effective for a full four months (Cooper, McDougall & Robertson Ltd, Ravens Lane, Berkhamsted, Herts).

PRESCRIPTION SPECIALITIES

BRUFEN suspension

Manufacturer Boots Co Ltd, Nottingham NG2 3AA

Description Chocolate-flavoured suspension containing 100mg ibuprofen in each 5ml, designed for patients who find difficulty in swallowing Brufen tablets

Indications etc As for Brufen tablets

Dosage Adults: 60mls daily for the first 2-4 weeks after which may be reduced to the optional level for each patient. **Children:** 1ml/kilo body weight daily

Dispensing diluent Mucilage of tragacanth

Pack Bottle of 200ml (£0.70 trade)

Issued March 1971

Aids to more profit from 'instant' pictures

Discounts, bonuses, assistant training, television and new merchandising material are all being used by Polaroid to ensure the successful introduction of three new cameras, Super Swinger, Square Shooter 2 and Big Shot (C&D, February 26).

The company believe their strong consumer advertising campaign involving the spending of £200,000 in combined network television and Press advertising in

United Kingdom by Polaroid is Super Swinger (£7.95), which places it in the price bracket where 80 per cent of the amateur cameras in Britain are sold.

The new Super Swinger camera produces square-format $3\frac{1}{4} \times 3\frac{1}{4}$ in black-and-white pictures from Polaroid's eight-exposure pack film Type 87 (£0.99) which develop in 30 seconds. The prints require no coating after development.

Super Swinger has a built-in flashgun taking AG-3 bulbs which simply drop into the camera. The face plate of the shutter housing serves as the flash shield. The picture development system in Super Swinger is similar to the most expensive Polaroid cameras, right down to the removable stainless steel rollers.

The camera has a fixed focus with a colour frame in the viewfinder for determining 4ft distance. The aperture is variable from f/17.5 to f/90. For outdoor pictures aperture is set by rotating red button on top of camera until best "Yes" appears in photometer. For flash pictures, set camera to subject distance on scale on top of shutter.

Shutter speed is fixed at 1/200 second. Big Shot the new Polaroid portrait camera (£16.95) has been described as "an ugly beast producing gorgeous colour pictures".

Claimed to be the ultimate in foolproof colour photography, Big Shot is designed for the hobby photographer who wants attractive, undistorted studio-quality portraits of people or pets, or close-up pictures of objects, without needing to know the technicalities normally associated with these types of pictures.

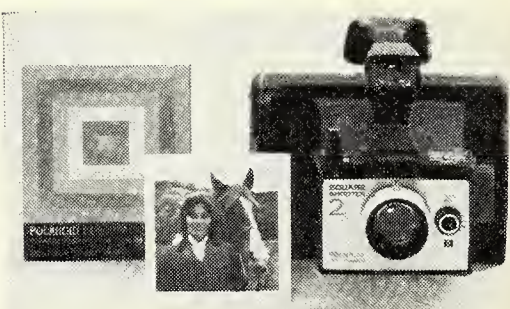
The lens aperture is fixed and the shutter speed is fixed. An unusually long focal length produces distortion-free portraits that are usually obtainable only with a large studio camera or an expensive long lens on a 35mm camera.

Big Shot is designed for use only with Polaroid Type 108 colour film yielding $3\frac{1}{4} \times 4\frac{1}{4}$ in colour portraits in combination with a Magicube or other percussion flashcube. Flash is used for every picture. There are no exposure settings to make.

Big Shot has a 60-second mechanical development timer built into the back which signals when the picture is ready.

Big Shot weighs 23oz and is about 11in long.

The Square Shooter 2



Behind the new Polaroid Super Swinger Camera—television personality and journalist, Michael Parkinson. He demonstrates the new camera in a 30-second commercial

support of the new Polaroid hand cameras will bring increased turnover to the trade, and they are looking for more enthusiastic dealers to increase distribution.

Direct accounts are being offered special deals, extended credit and advertising allowances. The scheme of replacement of films used in demonstration is continued.

The television commercials feature the new Super Swinger camera. In one the camera and the fun of the instant picture-taking in a party situation is presented by the television personality Michael Parkinson. The second commercial features two young people in the countryside.

The cameras

Square Shooter 2, (£14.95) marks Polaroid UK's further inroad into the mass market where an estimated 20 per cent of amateur still cameras are purchased.

It uses Polacolor square-format type 88 film, in eight-exposure pack (£1.70) producing 60-second colour prints measuring $3\frac{1}{4} \times 3\frac{1}{4}$ in.

The camera has a transistorised shutter, electronically controlled from one second to 1/500 second, for fully-automatic exposure control indoors and out; and a built-in flash which uses standard four-shot flashcubes for perfect flash pictures up to 10ft away.

The least expensive pack-format instant picture camera ever marketed in the

Revolutionary new vapour control shutter in a clean and elegant plastic lantern puts **SECTOVAP[®]** way ahead...

with HANDSOME TRADE DISCOUNTS

**78p
ONLY**

Recommended Selling Price

**NO ASSEMBLY
Ready for use**

- Precise vapour control shutter
- Ready assembled for use
- Lasts for 4 months
- Proven performance by Sectovap, this first all British-made slow release insecticide.
- Backed by large space ads in the National Press
- Highly profitable

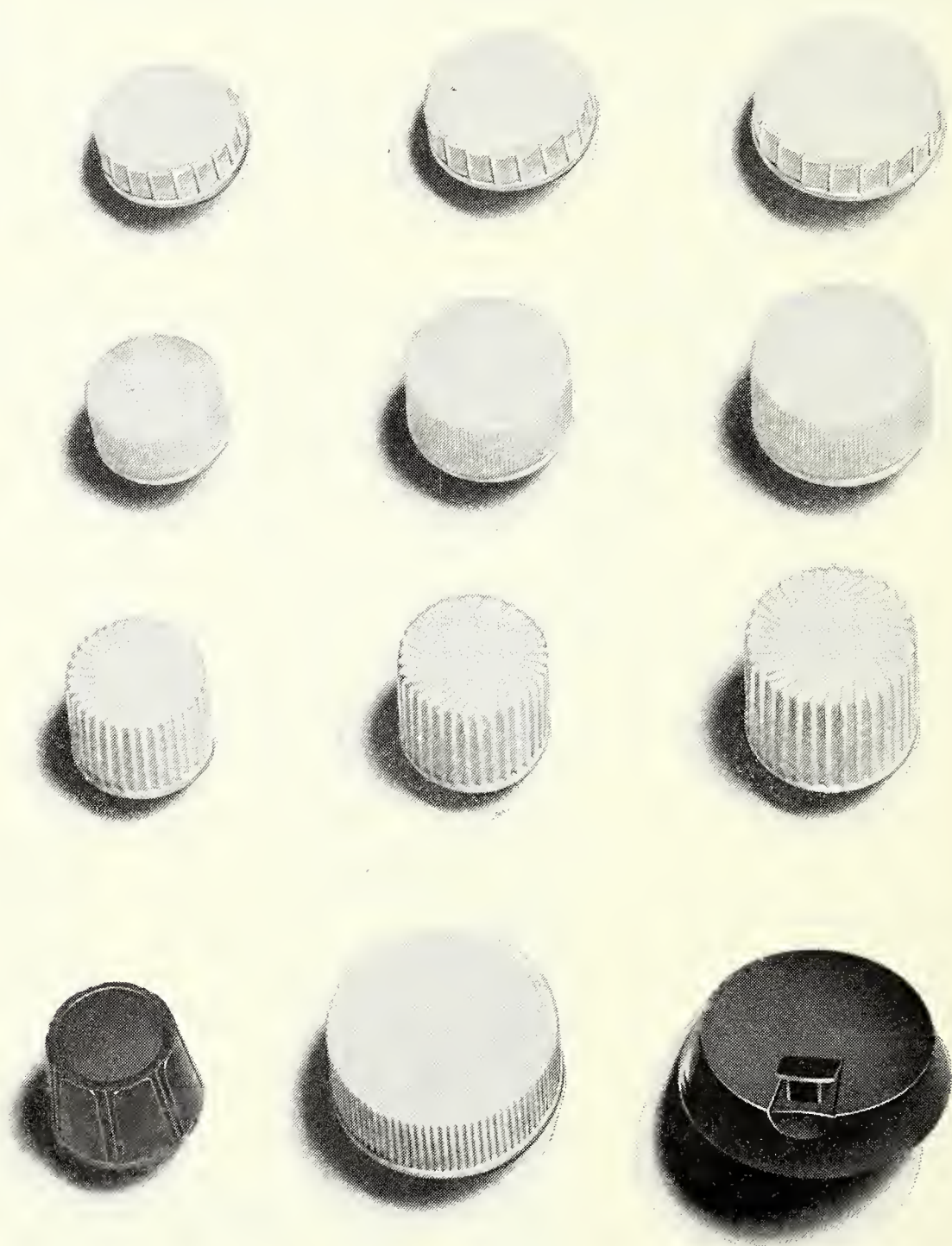


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GIVES VAPOUR CONTROL**

KILLS FLYING INSECTS FOR A WHOLE SUMMER

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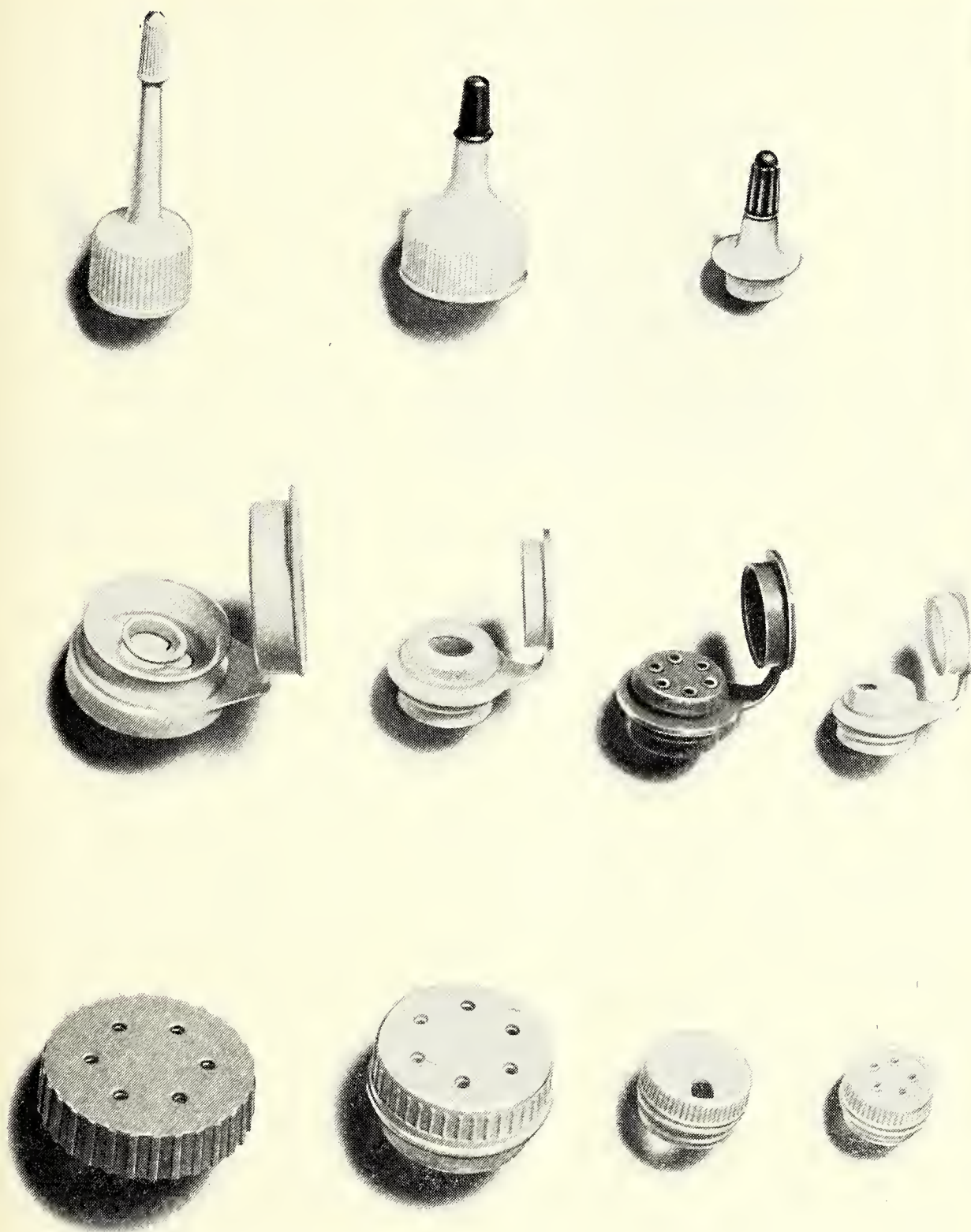
CUPAL LTD., KING STREET, BLACKBURN BB2 1EU TEL: 0254 50321



You can buy

Just with the standard range of Metal Box plastics caps, you can for example, pour, sprinkle, jet, spray, or dose control. We can cope equally well with powders, granules, liquids or creams. The cap your product needs is probably already being made by Metal Box.

Our prices are competitive, even on small orders.
We back you up at all times with advice and service.



off the page

a standard Metal Box cap fits, buy it. When you need something different, Metal Box can write you a special chapter.

B Metal Box-Leaders in plastics

TRADE NEWS

Outdoor Girl emphasise the eye

Outdoor Girl have expanded their range of eye make-up products with Eye Glossies (£0.17), creamy shadows that are said to be easy to apply and come in four colours, Smoky Blue, Smoky Green, Smoky Mauve and Smoky Heather.

Also making its debut is Runproof Liquid Mascara (£0.25) in Blue, Green, Plum, Mauve, Black or Brown. Both products are available from Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey.

Gala Dazzlers

Gala, Surbiton, Surrey, have created the Dazzlers. A range comprising a super-smooth lipstick (£0.35), the shades are orange Dazzle, pink Dazzle, scarlet Dazzle and poppy Dazzle. A new nail polish (£0.30) appears in red Dazzle, flame Dazzle, magenta Dazzle and amber Dazzle. To the Eye Catchers collection have been added three shades, lime, yellow and cornflower. Shiny apricot and shiny lime are new shades of liqui tints.

Syntex distribute nationally

Syntex skin care range will be promoted nationally from March 16. Until now, the range has been confined to the London and South-east area, though available on request to chemists in other parts of the country through Vestric Ltd. Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks, are now operating direct accounts with stockists nationally.

New-look packs

Kimberly-Clark are giving a "new look" to their range of kitchen towels. The packs have been given a bold two-colour scroll design with the objective of gaining maximum display impact. The company says that market research has shown that the new packs beat the nearest competitive product by 70 per cent to 30 per cent for their bright colours and eye-catching appeal.

The new design will be used across the whole range of Kleenex kitchen towels, which are in blue, yellow, white, tangerine orange, and avocado green.

New Nulacin packs

Bencard, Great West Road, Brentford, Middx, have adopted new packaging for Nulacin antacid tablets. The aluminium canisters being replaced by plastic securitainers and the paper sachet packaging for the dispensing pack replaced by a cardboard carton. This changeover will be made gradually during March. Since only the packaging is being altered and the tablets remain the same, no credits are involved.



More colour from Cutex

Cutex launch two more Cheeky Chops colours (£0.45). Both non-frosted they are: Burgundy Gleam, a deep rich wine red and Conker Brown, a gleaming burnished brown. A display tester unit designed to hold four Cheeky Chops colour testers and one dozen assorted shades is available through the representatives of Chesebrough-Pond's Ltd, Victoria Road, London NW10.

Roussel's repackaging policy

A new presentation of Mandrax is the first example of the current repackaging policy of Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex, aimed at converting all solid preparations to security packs. The entire operation is scheduled for completion by mid-year.

It is a light-weight, pilfer-proof bottle containing 100 tablets or capsules. This replaces the previous screw-cap 100 bottle and the 1,000 can which has been discontinued. Prices for the 100 packs remain unchanged.

The revised pack also introduces Roussel's new international label.

Mother Siegels syrup, new distributor

Following negotiations with the owners of the trademark, G. R. Lane Health Products Ltd, Gloucester GL1 3QB have taken over the rights to manufacture and distribute Mother Siegels syrup in the United Kingdom from Brome and Schimmer Ltd.

Range extended

As part of their new and aggressive entry into the licensed trade area, Heinz now offer a range of the four fruit juices in individual portion 4½oz cans, packed 24 per case. In addition to the tomato juice there is orange, grapefruit and pineapple. Orange and grapefruit juices have added sugar.

Agents appointed

L. J. Rickards & Co Ltd, 76 Watling Street, London EC4 have been appointed exclusive agents for Laboratorio Biologico Zanoni in the United Kingdom. In addition to their wide range of existing biochemicals, they are now able to offer bulk

pharmaceutical and cosmetic products including Adrenal Cortex extract, catalase, trypsin, protein-enzyme-lysates, placenta, and other extracts for cosmetic use. Technical information is available upon request.

Dior spring shades

Christian Dior have announced new colours for the spring in four of their products. The five shades in lipgloss are Kumquat, Ginger, Sugar Rose, French Cherry and Blueberry Wine, which apart from Sugar Rose are echoed in the range of lipsticks, while there are three nail enamel additions: Ginger, Cherry and Blueberry Wine. The latest eye shadow shades are Charcoal, Midnight Blue, Avocado and Chestnut. All products are available from Charles of the Ritz Ltd, Brook House, Park Lane, London W1.

Whipped Creme make-up

Two more golden honey shades of Whipped Creme make-up (£0.70) emanate from Max Factor Ltd, 16 Old Bond Street, London W1X 4BP. They are moisturised honey beige "a cool beige shade warmed with honey tones, for a medium-golden skin" and moisturised honey bronze "a warm, deep golden tan, ideal for sun-bronzed skins".

Sold out

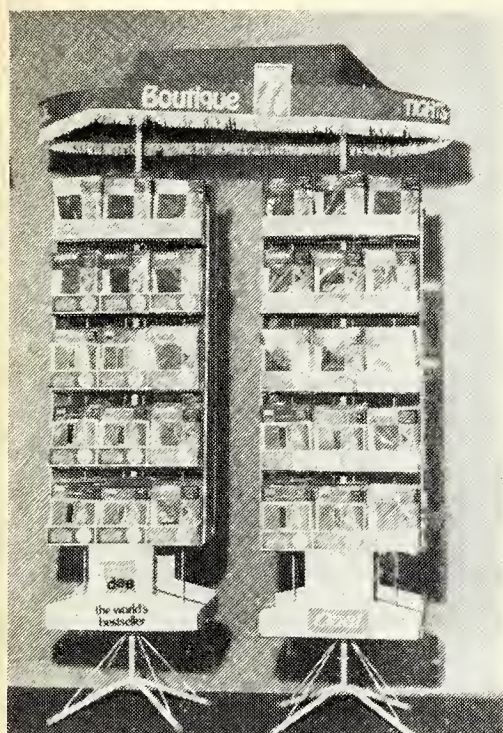
Unichem Ltd, Crown House, Morden, Surrey, advise that their 1972 edition of the "Unichem Prescribers' List", has been sold out.

Ravina innovations

Continuing their policy of innovation, Ravina have added to their range of hair decorations. Item No 7, Barrette (£0.20) is a simulated wood design, giving a three ring effect with a "pin" of the same material to ensure fixing and designed especially for the current long hair styles.

Another innovation is the Pearl Beedi Band (£0.20) with the larger simulated pearls. Both fashion aids are distributed by wholesalers and Ravina Marketing Co, 64 Oxford Road, Denham, Uxbridge, Middlesex.





Special stands, of which this double unit is an example, are used to sell the new range of tights launched in London through "quality outlets" (C&D, February 19, p 224) by Boutique 77 Ltd, 209 Vale Road, Woolton, Liverpool

Hexachlorophane and Cuticura

Cuticura have ceased to manufacture or ship out stocks of Cuticura talcum powder or Cuticura soap containing hexachlorophane. New formulations which do not contain hexachlorophane will be made available as quickly as possible to replace stocks currently held in the trade.

Sales development plan

Road-Link Ltd, 111 River Road, Barking, Essex (the storage and distribution member of the Medminster Group), has set up a sales development division, initially to promote increased activities among the pharmaceutical and foodstuffs industries.

The move is to stimulate large and medium-size manufacturers to exploit potential cost savings in distribution, says Mr Michael Barnes, managing director. He considers many such manufacturers handling their own distribution and warehousing face problems of maintaining regular deliveries to retail outlets.

Libresse to Switzerland

Sancellia Ltd, who introduced Libresse disposable sanitary towels to the UK last year, last month started exporting the product to Switzerland.

Mediline AG, manufacturers of Bidex intimate deodorants will be marketing Libresse in Switzerland under the Bidex name.

Appointment of agent

In order to provide a better service to the increasing number of their retail pharmacy customers in Kent, Surrey and Sussex, Cuxson, Gerrard & Co Ltd, have appointed The Ethigel Laboratories Ltd, 2 Crown Dale, London SE19, as agents.

Now in Nottingham

Dols flannel garments are now being manufactured by Smith and Walker Ltd

at Linby Street, Bulwell, Nottingham. The company are catching up with production schedules, following the transfer from Huddersfield, and hope shortly to execute orders from stock.

New Yeastamin pack

Yeastamin is now being issued in a handbag pack containing 120 tablets (£0.22).

It replaces the 100 tablet bottle pack. Trent Laboratories (division of English Grains Ltd), Park Road, Overseal, Burton-on-Trent, say the new pack is available direct or from wholesalers.

Appointed UK distributors

A. Revai and Co (Chemicals) Ltd, 87 Tooley Street, London SE1, have been appointed UK distributors for the range of chemicals made by Sheffield Chemical, of Union, New Jersey, USA. The range includes peptones, protein hydrolysates, caseinates and anhydrous lactose.

New edition

The 1972 edition of "Getting Married" has been published in the British Medical Association's Family Doctor series. Available to members through the National Pharmaceutical Union, 321 Chase Road, London N14 6JN.

Innoxal lipstick shades

Innoxal (England) Ltd, Innoxal House, 436 Essex Road, London N1 have announced three new Jewelfast lipstick shades (£0.38), Snow Orchid, Melon Gaze and Terracotta Tint.

In polythene drum

Mashall's Proprietaries Ltd, 468 Purley Way, Croydon CR9 4BL are now offering Luma in a 28oz polythene drum. It has an airtight lid to cope with bathroom conditions.

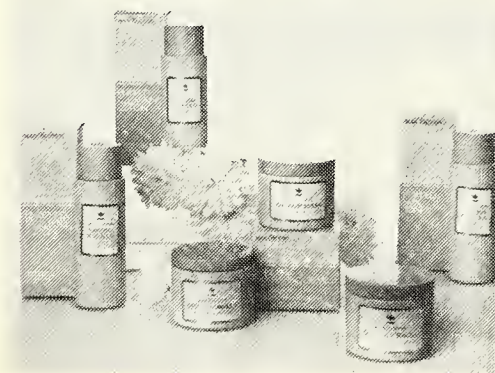
Discontinued item

Merck Sharp & Dohme Ltd, Hertford Road, Hoddesdon, Herts, point out that they are no longer issuing Decadron 0.5mg enteric coated tablets. The plain (non-coated) Decadron 0.5mg tablets remain in their range, in packs of 30, 100 and 500 tablets.

Gordon Moore's distribution

Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey have taken over the marketing and distribution of Gordon Moore's cosmetic toothpaste.

Max Factor's new range of Swedish Formula Hypo-Allergenic Treatment Preparations which includes cleansers, skin toner, day moisturiser, night nourishing cream, as well as a facial mask



Jacquelle tartan look

Designed to tie in with the current fashion trends, Jacquelle have introduced a new range of travel holdalls/pochettes in the tartan look. The three authentic tartans chosen for this new range are dress Stewart, Wallace and Buchanan. The Tartan range is made in washable cotton, and each item is waterproof lined. All styles retail at under £1.00.

Bonus offers

Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8, Lillies. £0.24 discount per case of 20s. For new stockists only.

Armour Pharmaceutical Co Ltd, Eastbourne, Sussex. AAA mouth and throat spray. 10 invoiced as 8. Through wholesalers (until March 31).

Vestric Ltd, Chapel Street, Runcorn, Cheshire. Pretty Polly stockings, 12 pairs (assortable) an extra 7½ per cent discount; 36 pairs (assortable) an extra 10 per cent discount (March 13-April 21).

S. Maw Son & Sons Ltd, New Barnet, Herts. Slimline polythene baby bottles (8oz complete), Simpla polycarbonate baby bottles (8oz complete), Simpla sterilising solution, zinc and castor oil cream BP, petroleum jelly BP, lanolin cream. A range of bonus discounts, depending on order size (until March 17).

Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey. Tanfastic and Tanfastic Xtra. Minimum order 10 dozen. 7½ per cent discount. Minimum order 5 dozen, 5 per cent discount (until April 21).

ICI Ltd, Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF. Lorexane dusting powder 100g, medicated shampoo 30g, head lotion 50ml and Flypel gel 30g. Special bonus parcels through ICI Pharmaceuticals Division representatives.

Trentham Laboratories (Nottingham) Ltd (a DeWitt Company), Seymour Road, London E10 7LX. Slim Disks fruit, for men, and chocolate. During March and April, on mixed orders of all sizes: 15 invoiced as 12 on 12 dozen; 14 invoiced as 12 on 6 dozen; 13 invoiced as 12 on 3 dozen, plus normal parcel terms.

United Chemists (Ucal) Ltd, Ucal Works, Cheltenham, Glos GL52 6HD. Ointment (25g), indigestion lozenges (36g), iodised throat lozenges (45g), bronchial catarrh syrup (100ml and 200ml), Compericum (100ml and 200ml), Nervetone tonic (100ml and 200ml), pine disinfectant (200ml). 12 invoiced as 11. Additional five per cent for five dozen orders (until March 31).

PROMOTIONS

Free cuff links

Pharmacists ordering two or more cases of either size of Mafu flykiller at £6.10 per case less the normal quantity discounts, will receive a presentation box containing a pair of cuff links to the value of £1.75. This offer is limited to one gift per customer.

The flykiller is also being advertised for eight weeks in the *Daily Express*, *Daily Mail*, *Daily Mirror*, *Sunday Express*, *Sunday Mirror*, *Woman* and *Woman's Weekly* (Gerhardt Pharmaceuticals Ltd, Thorton Laboratories, Purley Way, Croydon CR9 3BE, Surrey).



Major Kodak campaign

Kodak expect the photographic market to soar to around £120,000,000 in 1972. In order to cover the largest section of the consumer market they are to use television in 45-second and 15-second spots in all regions from April to August.

They will continue their reminder advertising using the theme "Don't Forget The Camera This Weekend", in the national Press and, since more women than men take pictures—and married women with children have the best of all reasons for being active snapshooters—there are to be full colour advertisements with helpful information on photography in the large circulation women's magazines. Full page advertisements in juvenile magazines and comics will be promoting Instamatic cameras to youngsters until June.

Display material that is flexible enough to fit in the smallest window or dominate the largest one will be available for dealers. There will also be a promotional programme to boost the D&P market (Kodak Ltd, Kodak House, Station Road, Hemel Hempstead).

Syntex support national launch

To back the national launch for the Syntex skin care range next week, advertising will start in the monthly publications

Vogue, *Woman's Journal*, *Woman and Home*, and *Good Housekeeping*, followed by the weekly magazines, *Woman*, *Woman's Own*, *Woman's Weekly* and *Woman's Realm* and then later issues of *Cosmopolitan* and *Reader's Digest*. In addition there will be counter units, show cards and leaflets promoting the Syntex Beauty Circle, cream testers and samples available to stockists (Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks).

Cossack soccer sponsorship

Reckitt & Colman are sponsoring a Cossack hairspray Knock-out Cup for the Nottinghamshire Sunday Football League and, as well as the trophy, prizes for the competition include track suits and footballs to the two top scoring teams in each round.

The company say this promotion has been received enthusiastically by players and supporters, with a total of 258 goals having been scored in 43 matches so far (Reckitt & Colman Toiletries Division, Sunnysdale, Derby).

Outdoor Girl advertising

Outdoor Girl are again emphasising their advertising theme of an extensive range of products at realistic prices.

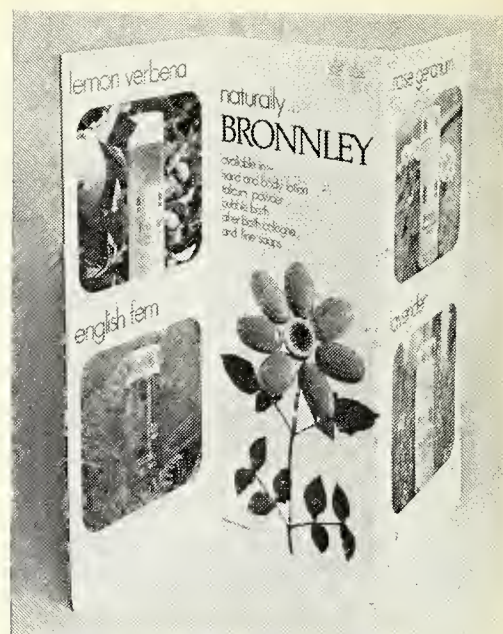
The current campaign which runs until June in *Woman's Own*, *She*, *19*, *True Romances* and *True Story*, includes photographs headlined "Our colours are wild. Our prices insane", and "Any six you like for a pound" (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Consumer offers

□ Helena Rubinstein's Apple Blossom 4oz perfume mist reduced from £2.10 to



Empire style towelling beach robes in three sizes and in pink, blue or gold are offered in exchange for two 20's packs of Lillets plus £4.50 for the mini length garment and £6.50 for the maxi. All packs are flashed with the order (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8)



Bronnley have produced this new show-card in full colour. It is a three-fold display unit on stout glossy white board and shows their bath accessories in Lemon Verbena, English Fern, Rose Geranium and Lavender. Height is 15in and each fold measures 6in across (H. Bronnley & Co Ltd, 10 Conduit Street, London W1)

£1.20 and 120g dusting powder flask from £0.85 to £0.65 for a limited period (Helena Rubinstein Ltd, 31 Davies Street, London W1).

□ From the end of March, Natural Wonder are offering two complete facial treatments at reduced prices. For the oily skin, the package comprises foaming facial cleanser, astringent lotion and under makeup lotion at £1.60, and for the normal skin the offer consists of soft facial cleanser, toning lotion and day/night moisturiser at £1.35 (Revlon International Corporation, 86 Brook Street, London W1).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: All except G, E

Askit powders: Sc, G

Astral: Ln, M

Buttercup syrup: Lc, Y, NE

Efferdent denture cleanser: Ln, M, Lc, Y, Sc, WW, So, NE, A

Elnett Satin: All except E, CI

Harmony Protein Plus shampoo: All except E

Hedex: All except U, E

Man size Scotties: All except E

Milk of Magnesia tablets: All except U, E

New Bristows: All except E

Protein 21: All areas

Signal: All except E

SR: All except E

Sunsilk shampoo and hairspray: All except E

Tegrin medicated shampoo: NE

Wella products: All except E, CI



It pays to be gentle.

Understandably, vaginal deodorants are still a very personal and sensitive subject.

So this year our whole marketing and advertising philosophy seeks to build confidence in Mimospray. By reassuring women that Mimospray is formulated with ICI's Hibitane, as gentle as it is effective.

And, moreover, it is available perfumed or unperfumed, to be used with confidence on the most sensitive of skins.

That Mimospray is available in a whole product range of dry spray, liquid, body talc and Mimette tissues. And is the very best value for money.

For your customers: we're offering an extra 50% in our Bathroom pack from March 6th to September 1st. 180 grams of Mimospray for only 45p.

And for you: we always sell-in with very good bonus terms. And pack Mimospray in a special merchandising display unit.

So this year we confidently expect continuing success in this most sensitive of markets.

But we need your co-operation.

Because the final reassurance of the quality of Mimospray is that it is only available through you, the chemist.



Avlex Limited, a subsidiary company of Imperial Chemical Industries Limited. 'Mimospray', 'Hibitane' and 'Mimette' are trade marks.

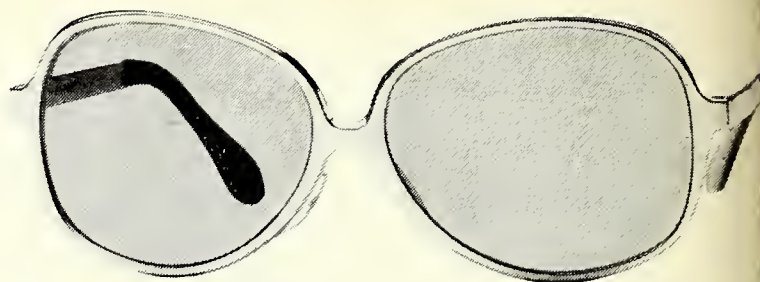
mimospray

Especially formulated by ICI
for sensitive skins.

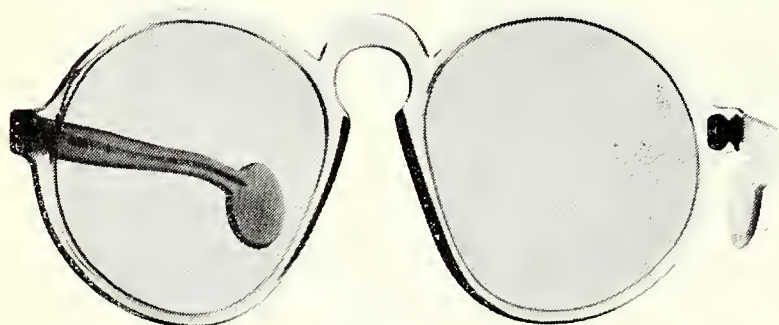
Polaroid Sunglasses: Summer Collection 1972



4116 HN Matt Black £3.00



4209 LN Chrome £2.95



7219 HM Shell/7219 HB Green/7219 HM Shadow £4.50



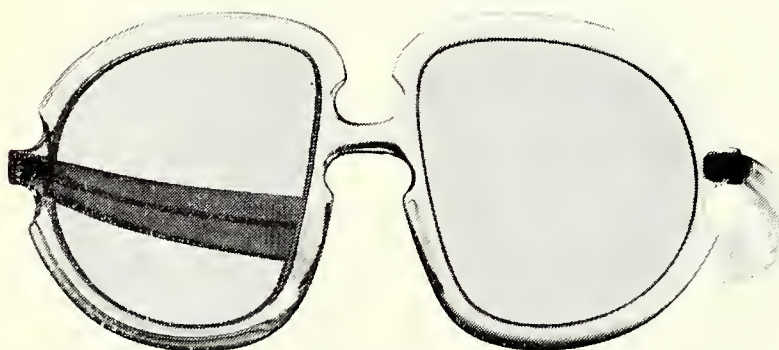
8208 HN Havana/8208 HT Tabac £2.95



4128 HN Matt Black £3.25



6203 HN Monel £6.25



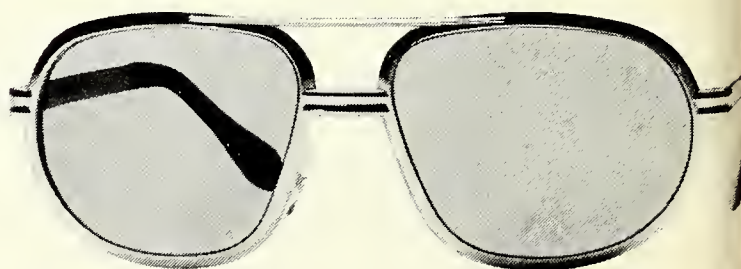
7221 HT Shell/7221 HM Blue/7221 HM Shadow £4.50



7223 HM Shell/7223 HB Green/7223 HN Shadow £4.50



7206 HN Dark Shell £4.25



4226 LN Chrome £2.95

Note All prices shown are suggested retail prices including Purchase Tax. Effective from March 1st. 1972.

HT denotes high transmission tan lens HB denotes high transmission blue lens HM denotes high transmission magenta lens LN denotes low transmission neutral grey lens HN denotes high transmission neutral grey lens

CHEMIST & DRUGGIST

Price service

Simple Soap

Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend.

9p & 15p *Nationally Advertised*

CUMULATIVE AMENDMENT FEBRUARY ARTERLY PRICE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Upright figures (0.14) is a tested guide.

Price advanced. *r* = Price reduced. New entry. *d* = Delete. Correction. *ii* = Insert.

	Trade £.p	Tax £.p	Retail £.p
AT (366 I Dendron)			
1 12 ml			<i>d</i>
cream with			
600 1.12 ml	5.5061dz	2.3538dz	0.85 <i>i</i>
(671 Jeyes)			
(193 Broba)			<i>i</i>
stant 21(1) ml	0.74dz	..	0.08
340 ml	0.95dz	..	0.10%
570 ml	1.35dz	..	0.15
			<i>d</i>
YCIN (746 Lederle)			
250 mg 2(1)	0.45	..	0.67%TS
pack of 16			
YCIN V (746 Lederle)			
250 mg 20	0.56	..	0.84 TS
pack of 16			
8 BW)			<i>d</i>
bulb			
DL (17 Agprolin)			
100 0.33			
250 0.75			
(671 Jeyes)			
s, alpine, lilac			
ringtime			
283 g	1.89dz	..	0.18%
wick	2.38dz	..	0.23%
refill	1.98dz	..	0.20
	2.54dz	..	0.27
O CULVER (24 ACC)			
shampoo			<i>d</i>
5cc size			
RAY (331 C of C)			
balm aerosol	2.46dz	0.72dz	0.35
INTS (843 ML)			
20 1.41dz		0.40dz	0.19
LTZER (843 ML)			
8 1.04dz		0.30dz	0.14
12 1.19dz		0.34dz	0.16
30 2.23dz		0.63dz	0.30
ON (40 Allinson)			
cast 4 oz	4.34	..	0.14%
	(3 dz)		
AL (1460 Dome)			
nance therapy			
100 units vial			
10 ml 7.50		..	10.00
sting solutions			
vial 0.30		..	0.40
AL-MITE (1460 Dome)			
d maintenance therapy			
vial 14.50		..	19.33
sting solutions			
vial 3.15		..	4.20

	Trade £.p	Tax £.p	Retail £.p
ALPHOSYL (1178 Stafford)			
application 60 g	2.295dz	0.69dz	0.34
cream 60 g	5.505dz	1.65dz	0.82
lotion 250 ml	11.70dz	3.51dz	1.73
ALUDROX (1352 Wyeth)			
tablets			<i>d</i>
compound 48			
ALUPHOS (1530 Fisons)			
gel 150 ml	1.33dz	..	0.16
170 ml	..	..	<i>d</i>
AMBILHAR (262 CIBA)			
tablets 500 mg	20 0.735	..	1.10
AMYLOMET (180 BEP)			<i>d</i>
AMYLOMET (1345 Woodward)			<i>i</i>
A-PEK (328 CCC)			
25 ml 1.05	..	..	1.40
100 ml 3.71	..	..	4.95
AQUA MANDA (532 Goya)			
after shave	0.232	0.105	0.45
anti-perspirant spray	0.232	0.105	0.45
fragrance 28 cc	0.206	0.095	0.40
104 cc	0.361	0.16	0.70
210 cc	0.567	0.255	1.10
spray	0.283	0.125	0.55
golden body rub	0.283	0.125	0.55
hand lotion	0.196	0.09	0.38
herbal bath oil bottle	0.283	0.125	0.55
shampoo bottle	0.195	0.055	0.35
foam bath bottle	0.251	0.115	0.45
oatmeal beauty soap	0.086	0.025	0.14
talcum	0.175	0.075	0.34
ARADOLENE (1023 Radiol)			
analgesic cream 40 g	0.135	0.04	0.25
ARGININE-SORBITOL (Egie (1123 SLL))			
4.20			<i>d</i>
500 ml 4.20			<i>i</i>
ARRID (235 CW)			
extra dry roll-on 42 g	2.05dz	0.88dz	0.31
ASKIT (69 Askit)			
hot lemon			
dispenser 3	1.40	0.40	0.08
	(2½dz)	(2½dz)	
ASMAC (1303 Wander)			
tablets 50	0.23	..	0.34 <i>tsls4A</i>
ASTRAL (333 Cupal)			
air fresheners			
general purpose blocks			
junior	..	..	0.05%
bubble-pack blocks			
apple blossom,			
carnation,			
freesia,			
wild honeysuckle,			
lavatory bowl	..	..	0.10%
mimosa	..	..	0.10%
rose	..	..	0.10%
magnolia	..	..	<i>d</i>
a. rosols			
car freshener	..	..	0.12%
Touch of Spring			
freesia	..	..	0.23
Trace 'n' Charm	..	..	0.28
honeysuckle,			
mimosa	..	..	0.23
Nik 'e 'n' Fresh	..	..	0.32
AUREOMY (CIN (746 Lederle)			
capsules 250 mg 20	0.68	..	1.02 TS
pack of 16			
AURORA (2 43 Cernelle) entire entry			<i>d</i>
AURORA (2 43 Cernelle)			<i>i</i>
baby foods			
five fruits			
rinks, cere al with carrots,			
cereal with spinach,			
cereal with mixed vegetables			
7 oz 2.43dz	..	..	0.27
cereal with chocolate,			
cereal with honey	7 oz 1.62dz	..	0.18

	Trade £.p	Tax £.p	Retail £.p
BADEDAS (338 Cussons)			
continental bath gelee			
5-bath (3502)	3.472dz	1.029dz	0.50
10-bath (3504)	6.874dz	2.036dz	0.99
25-bath (3505)	15.622dz	4.628dz	2.25
75-bath (3506)	38.187dz	11.313dz	5.50
BAGHARI (Piguet) (1020 QC)			
perfume	3.5 cc	..	1.70
7 cc	..	..	4.02
14 cc	..	..	6.03
28 cc	..	..	9.54
56 cc	..	..	13.93
atomiser	..	..	4.23
eau de toilette	56 cc	..	1.89
110 cc	..	..	3.23
250 cc	..	..	5.04
500 cc	..	..	8.19
atomiser	..	..	4.23
BANDIT (Piguet) (1020 QC)			
perfume	3.5 cc	..	1.70
7 cc	..	..	4.02
14 cc	..	..	6.03
28 cc	..	..	9.54
56 cc	..	..	13.93
atomiser	..	..	4.23
eau de toilette	56 cc	..	1.89
110 cc	..	..	3.23
250 cc	..	..	5.04
500 cc	..	..	8.19
atomiser	..	..	4.23
soap (3)	..	..	1.50
BANISH (813 MF)			
lotion	0.196	0.056	0.35
shampoo	0.28	0.08	0.50
BANTRON (149 Cuticura)			
smoking deterrent 15	4.59dz	1.34dz	0.66
BARBER (85 BES)			
health lamps			
ultra-violet and			
infra-red table 365	10.24	2.99	16.64
infra-red and luminous			
heat table popular	3.37	..	4.50
infra-red and luminous			
table 596	2.61	..	3.47
ultra-violet and			
infra-red table 641	9.45	2.76	15.36
ultra-violet, infra-red and			
luminous heat stand	465	23.06	6.75
			37.50
BAROSIL (1335 Wigglesworth)			
cream 50 g	1.50dz	0.45dz	0.22%
BEAR BRAND (1449 R & CFD)			
tub honey 1 lb	2.10dz	..	0.21
BELLADENAL (1303 Wander)			
tablets packs of 20 and 500			<i>d</i>
retard packs of 20 and 500			<i>d</i>
BELLERGA (1098)			
retard packs of 20 and 1000			<i>d</i>
BELTUX (243 Cernelle)			
multi-vitamin tablets	100	8.28dz	0.98
packs of 30, 250, 500 and 1000			<i>d</i>
BEMAX (103 Beecham)			
10 oz 2.035dz			
20 oz 3.60dz			
BENORAL (1599 Winthrop)			
caplets 0.5 g 100	..	..	<i>d</i>
suspension 20% 300 ml	..	..	<i>d</i>
suspension 40% 300 ml	3.43	..	
BENZAC (1335 Wigglesworth)			
tablets 15	0.97dz	0.29dz	0.14% <i>+</i>
40	1.60dz	0.48dz	0.24 <i>+</i>
BENZOCAINE PHASAR (972 Pharmax)			
lozenges 15	0.20		
200	2.48		

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
BEOGEX (972 Pharmax)				CALVERTS (331 C of C)					CLEARASIL (1055 RM)			
suppositories adults 6	1.22dz	0.37dz	0.18	soap					cleansing lotion	3.23dz	0.97dz	0.44
dp 60	0.78	..	1.04	medicated sulphur	0.53dz	0.16dz	0.08		cream skin tinted ..	2.575dz	0.77dz	0.35
paediatric suppositories				carbolic 20%	0.92dz	0.27dz	0.14		shampoo	3.60dz	1.08dz	0.49
6	0.97dz	0.29dz	0.15	tooth powder 1 oz	0.72dz	0.21dz	0.09		white vanishing ..	2.575dz	0.77dz	0.35
dp 60	0.59	..	0.79	75 g	1.04dz	0.31dz	0.13		afterwash 100 cc			d
BIKINI (78 AS&Co)				polythene pack 2 oz	1.33dz	0.39dz	0.20		COLDREX (1190 SHP)			
suntan oil	1.60dz	0.72dz	0.26	CANNON (224 Cannon)					cough syrup	1.535dz	..	0.16
BISKS (1530 Fisons)				Babysafe					COLISTOL (328 CCC)			
bacon flakes				baby bath mat	0.28	0.03	0.45		No. 1	20 oz	1.15	0.30
4 meal	2.49dz	..	0.27	nursing cap, disc and teat	0.60	..	0.90		80 oz	3.72	0.99	1.84
cheese and celery	4 meal	2.49dz	..	polycarbonate 402	0.12	..	0.18		piglet doser 450 ml	0.86	..	1.15
4 meal	2.49dz	..	0.27	902	0.14	..	0.21		CORIBAN (208 BW)			d
chicken flakes	4 meal	2.49dz	..	with Dormal cap					CORIBAN (295 CM&R)			i
chocolate bars				4 oz	0.14	..	0.21		2 l	8.46	..	11.28
fruit and nut, hazelnut,				9 oz	0.153	..	0.23		1 gal	18.60	..	24.84
milk, orange wafer, plain	1.22dz	0.22dz	0.15	teat/mini feeder	0.04	..	0.06		COLIVAC (328 CCC)			
chocolate biscuits				triple pack	0.093	..	0.14		vet	100 ml	1.91	2.55
milk and plain	1.08dz	0.19dz	0.13	polycarbonate jug	0.63	0.055	1.00 i		COMANCHE (331 C of C)			
chocolate creams				smooth neck feeder set	0.28	..	0.42		hair spray	1.91dz	0.84dz	0.29
4 meal	2.49dz	..	0.27	soother (all rubber)	0.08	..	0.12		COMPLAN (518 Glaxo)			
chocolate digestive				steriliser unit	2.195	0.21	3.50		1 lb	3.36dz	..	0.35
5 meal	2.90dz	0.52dz	0.35	teat narrow neck	0.033	..	0.05		CONQUERORS (312 AC)			
4 meal	2.49dz	..	0.27	universal	0.54	..	0.08		tablets 18	0.17	0.051	0.39
cream crackers	2.42dz	..	0.25	teething ring	0.047	..	0.07		CONQUITA (331 C of C)			
custard creams	2.49dz	..	0.27	hot water bottles					lacquer remover 57 cc	0.67dz	0.20dz	0.10
digestive sweetmeal 8 oz	2.67dz	..	0.27	111	0.375	..	0.56		beer, egg and lanolin,			
instant coffee				222	0.38	..	0.58		medicated 465 cc	1.54dz	0.45dz	0.23
4 oz	8.93dz	..	0.99	333	0.40	..	0.60		CONTACTASOAK (1553 Contactasol)			
orange creams 4 meal	2.49dz	..	0.27	444	0.375	..	0.56		solution 10 cc	0.085	..	0.12½
peppermint creams				555	0.38	..	0.58		COOL (105 BTD)			
3 meal	2.90dz	0.52dz	0.35	666	0.42	..	0.63		antiperspirant aerosol			
savoury beef	2.49dz	..	0.27	777	0.38	..	0.58		standard	2.31dz	1.04dz	0.34
sweeteners				888	0.77	..	1.15		economy	2.92dz	1.315dz	0.43
200's	1.33dz	..	0.15	999	0.40	..	0.60		roll-on	2.04dz	0.92dz	0.30
500's	3.20dz	..	0.36	Babysafe	0.375	..	0.56		refill	1.70dz	0.765dz	0.25
1 meal	1.10dz	0.20dz	0.14	Babycot	0.37	..	0.55		COOPERS (295 CM&R)			
4 meal	2.90dz	0.52dz	0.35	Dolphin	0.38	..	0.58		N.C.A. worm drench			
water biscuits				Fleurs de Lis	0.535	..	0.80		6 x 10 oz	6.30	..	8.40 ts
4 oz	1.75dz	..	0.18	Noah's Ark series	0.535	..	0.80		COR-TAR-QUIN (1460 Dome)			
4½ oz	1.92dz	..	0.20	Radiator	0.52	..	0.75		cream 15 g	0.33	0.10	0.59 TS
7½ oz	2.57dz	..	0.26	Regal	0.60	..	0.90		CORTISPORIN (208 BW)			
15 oz	4.52dz	..	0.47	Ripple	0.47	..	0.70		lotion 10 ml	..	..	d
sandwich biscuits			d	Superb	0.52	..	0.78		COUNTRESS (105 BTD)			
BISMA-REX (848 Minnesota)				Velvetex	0.535	..	0.80		hair conditioning cream			
tablets				hot water bottles (covered)					30 g	1.225dz	0.555dz	0.18
50	1.68dz	0.50dz	0.24	888	0.77	..	1.15		CRAVACHE (Piguet) (1020 QC)			
100	2.76dz	0.83dz	0.40	Babysafe	0.77	..	1.15		after shave	56 cc	..	1.46
pack of 40 tablets			d	Glenroyal tartan	0.77	..	1.15		112 cc	..	..	2.18
BOURJOIS (150 Bourjois)				Montrose tartan	0.77	..	1.15		eau de toilette	56 cc	..	1.80
rouge rosette brun 117	0.88dz	0.395dz	0.15	Royal Scot tartan	0.77	..	1.15		112 cc	..	..	2.39
B. R. (1023 Radiol)				Trossack tartan	0.77	..	1.15		220 cc	..	..	3.63
healing jelly 40 g	0.14	0.04	0.23½	Velveteen	0.83	..	1.25		440 cc	..	..	5.76
BRICANYL (68 Astra)				Imperial			d		atomiser	..	..	4.23
syrup 200 ml	0.75	..	..	Ribbed			d		CROUPLINE (1068 Roberts)			
BRINALDIX (1098 Sandoz)				CARBO-CORT (1460 Dome)					cough syrup	1.15dz	0.34dz	0.17
tablets pack of 25			d	cream 30 g	0.33	0.10	0.59 TS		CULLINGFORD (331 C of C)			
BRISTOW'S (105 BTD)				pack of 50 g			d		bath gems			
shampoo and conditioner				CARBO-DOME (1460 Dome)					Belle	1.94dz	0.57dz	0.29
sachet	0.37dz	0.115dz	0.05	cream 30 g	0.17	0.05	0.30		Berkley	4.68dz	1.37dz	0.70
80 cc bottle	1.56dz	0.47dz	0.21	CARE (532 Goya)					candle	3.08dz	0.90dz	0.46
BROMURAL (86 Barclay)				hand cream	0.113	0.05	0.22		Father Christmas	3.35dz	0.98dz	0.50
tablets 20	0.26	..	0.34	CARNATION (1384 CFC)					lantern	2.61dz	0.76dz	0.39
BRONCHILATOR (1599 Winthrop)				instant breakfast foods					minor	3.48dz	1.02dz	0.52
measured-dose nebuliser				(6)	3.15dz	..	0.33		large	3.48dz	1.02dz	0.52
12.5 ml	0.78	..	1.17 ts4B	C.B.'s (1335 Wigglesworth)					Savoy	1.37dz	0.40dz	0.20
BROBAT (193 Brobat)				Colts foot bronchials	0.73dz	0.22dz	0.11		square	6.03dz	1.76dz	0.90
bleach				1.20dz	0.36dz	0.18			Tassel	3.08dz	0.90dz	0.46
30 oz	0.85dz	..	0.09	CEDILANID (1098 Sandoz)					Chinese	2.15dz	0.63dz	0.32
40 oz	0.96dz	..	0.10½	ampoules 2 ml	5	0.19	0.30 sl		Tetra	2.61dz	0.77dz	0.39
suds	28 oz	0.95dz	0.10½	packs of 6 and 30			d		Waldorf	3.08dz	0.90dz	0.46
fresh disinfectant	12oz	..	d	CEREVON (218 Calmic)					Chinese	2.61dz	0.77dz	0.39
BRONNLEY (194 Bronnley)				tablets 100	0.19	0.055	0.34		Wand	3.35dz	0.98dz	0.50
Happy Hands	6408	..	0.33	CERMIFEX (243 Cernelle)					Xmas tree	3.35dz	0.98dz	0.50
soap				mineral tablets 100	3.36dz	1.01dz	0.48		soaps			
country herbs				CERNIDENT (243 Cernelle)					buttermilk toilet	4.68	1.36	0.05
bottle	..	..	0.31	75	2.64dz	..	0.32		(1 gross)	(1 gross)		
crate (6)	..	..	1.86	CERNILTON (243 Cernelle)					rectangular			
visitors (6)	..	..	0.66	tablets 100	10.80dz	3.24dz	1.60		toilet	loose	2.60	0.76
eggs	0107	..	0.30	CHAPPIE (976 Petfoods)					(1 gross)	(1 gross)		0.03
basket of 5	0103	..	1.90	large	2.58	0.41	0.07½		bath	loose	5.08	1.48
export de luxe	0112	..	0.25	(4 dz)	(4 dz)				(1 gross)	(1 gross)		0.06
hearts visitors	0700	..	0.11	CHEKWATE (103 Beecham)					economy pack			
BRUT (446 FI)				mixed flavours	1.57dz	0.285dz			toilet oval (4)	3.74	1.09	0.12
splash	5443	1.13	2.35	CHIEFS (702 KC)					(4 dz)	(4 dz)		
spray	5445	1.13	2.35	handkerchiefs 3-ply	1.35	0.15			bath oval (2)	3.74	1.09	0.12
BRYLCREEM (105 BTD)				(6 dz)	(6 dz)				glycerine and			
hairdressing tub				CHLORACTIL (1548 DDSA)					cucumber toilet	4.74	1.38	0.05
standard	1.155dz	0.52dz	0.17	tablets 25 mg	500	1.15	ts4B		(1 gross)	(1 gross)		
medium	1.63dz	0.73dz	0.24	50 mg	500	2.20	ts4B		standard pack			
large	2.31dz	1.04dz	0.34	100 mg	500	4.10	ts4B		toilet oval	(6)	3.28	0.98
tube	1.225dz	0.555dz	0.18	CHROMIUM-SANDOZ (1098 Sandoz)					(2 ½ dz)	(2 ½ dz)		
BUTOMET (180 BEP)				capsules 250	7.50	..	11.25		(4 dz)	(4 dz)		0.18
BUTOMET (1345 Woodward)				CICATRIN (218 Calmic)					bath oval	(3)	3.28	0.98
tablets packs of 50 & 1000			d	aerosol	0.61	0.185	1.10 TS		(2 ½ dz)	(2 ½ dz)		0.18
CA'D'ORO (881 Natura)				cream	15 g	0.34	0.61 TS		specialities			
deodorant spray 100 g	0.60	0.27	1.30	100 g	1.50	0.45	2.70 TS		Bubbly Bunny bubble bath	1.80dz	0.53dz	0.27
stick 25 g	0.37	0.165	0.80	powder	15 g	0.34	0.61 TS		butterfly bath fragrance			
talcum 150 g	0.53	0.24	1.15	50 g	0.85	0.255	1.53 TS		1.36dz	0.60dz	0.22	
CAFERGOT (1098 Sandoz)				CINDICO (264 Cindico)					Gayrobe charms	1.49dz	0.65dz	0.24
tablets packs of 20 and 500			d	pelican	..							

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
URA (1491 Cuticura)				ENTROQUIN (312 AC)				GODDARDS (522 Goddard)					
cream 50 g	1.24dz	0.543dz	0.20	20	0.095	0.0285	0.20 †DD1	long term silver polish	2 oz	2.925	0.16		
icated liquid 100 g	1.86dz	0.815dz	0.30	80	0.33	0.099	0.65 †DD1	(2 dz)	4 oz	2.475dz	0.27½		
icated shave foam 78 g	1.73dz	0.51dz	0.25	EPOMOL (1259 Unichem)	cream	1.14dz	0.14	silver foam 0.15 size	8 oz	4.39dz	0.49		
198 g	2.23dz	0.65dz	0.32	EQUANIL (1352 Wyeth)	..	..	0.14	plate powder	..	1.35dz	0.15	
ment 25 g	1.06dz	0.31dz	0.15½	tablets 400 mg pack of 20	..	..	d	GOLDEN BABE (761 Lilia-White)	..	..	d	
ing stick 64 g	1.73dz	0.51dz	0.25	ERASMIC (412 Elida-Gibbs)	superfoam aerosol small	1.48dz	0.445dz	0.20	Bouncer baby pants	0.93dz	0.63dz		
fill 0.94dz	0.27dz	0.13½	0.22	superfoam aerosol small	1.48dz	0.445dz	0.20	cotton wool standard	0.63dz	1.73dz	0.14		
95 g	0.76dz	0.223dz	0.11	EUCRYL (430 Eucryl)	denture powder plastic	1.00dz	0.30dz	0.15	economy	10	1.31dz	0.27	
128 g	1.07dz	0.31dz	0.15½	EUVALEROL B (34 A&H)	entire entry	..	d	disposable napkin	20	2.56dz	0.63		
um 80 g	1.12dz	0.49dz	0.18	entire entry	..	..	d	48	6.06dz	..	0.14	
120 g	1.53dz	0.67dz	0.25	EXAMOL (1335 Wigglesworth)	ointment jar	1.10dz	0.33dz	i	1.92dz	..	0.27		
ON GERRARD (339 CG)	1.05dz	0.315dz	0.15	ointment tin	..	..	d	Snuggi pants	..	..	0.63	
ing powder	..	..	0.15	EYECLEAR (1553 Contactasol)	eye drops	20 cc	0.20	GOULDS (1335 Wigglesworth)	4 oz	0.95dz	0.29dz	0.14
AX (341 Cyclax)	..	..	0.15	eye drops	20 cc	0.20	0.06	0.36	GOYA (532 Goya)	..	..	0.33
tralian moisture bronze	..	..	0.15	EYEDREW (690 Keldon)	2.10dz	0.92dz	0.34	Cologne stick	0.170	0.075	0.52	
asy-to-tan skin 95 g	1.10	EYESOOTHE (1553 Contactasol)	eye lotion	120 cc	0.185	0.055	0.33	hand lotion	0.170	0.075	0.33
un-sensitive skin 95 g	..	..	1.20	eye lotion	120 cc	0.185	0.055	0.33	perfume phial	0.170	0.075	0.33
OMET (180 BEP)	..	..	0.15	FACE-UP (1113 S&B)	salon facial	3.98dz	1.78dz	0.59	perfume Cologne	0.170	0.075	0.33
OMET (1345 Woodward)	..	..	0.15	salon facial	3.98dz	1.78dz	0.59	talcum	0.154	0.07	0.30	
ets pack of 50	..	..	0.15	FAMEL (690 Keldon)	inhaler	1.18dz	0.35dz	0.16	Cedar Wood	..	..	0.45
STOL (328 CCC)	..	..	0.15	inhalant capsules	1.40dz	0.41dz	0.19	anti-perspirant spray	0.232	0.105	0.45	
ules A (vet) 25	0.93	0.25	1.49	pastilles	..	..	0.14½	after shave lotion	95 cc	0.206	0.095	0.40
100	3.30	0.88	5.28	children's	1.07dz	0.31dz	0.14½	95 cc	0.232	0.105	0.45		
ction (vet) 100 ml	0.93	0.25	1.49	FAM-LAX (1068 Roberts)	tablets	1.17dz	0.35dz	0.18	deodorant stick	0.180	0.08	0.35	
500 ml	3.30	0.88	5.28	tablets	1.17dz	0.35dz	0.18	foam shave	0.251	0.075	0.45		
GEE (542 Griffin)	1.48	0.43	2.40	FEMERGIN (1098 Sandoz)	tablets pack of 50	..	d	hair cream	142 g	0.165	0.07	0.32	
y bottle heater	..	..	2.40	tablets pack of 50	..	..	d	hair spray	0.232	0.105	0.45	
EY (702 KC)	150	1.97	0.22	FEMFRESH (325 C-A)	antiperspirant roll-on	2.01dz	0.90dz	0.30	pre-electric shave	95 cc	0.206	0.095	0.40
al tissues (2 dz)	..	..	0.22	antiperspirant roll-on	2.01dz	0.90dz	0.30	95 cc	0.206	0.095	0.40	
mansize 100	2.26	0.25	0.25	deodorant sachet (6)	0.88dz	0.40dz	0.13	shave cream brushless	105 g	0.139	0.04	0.25	
(2 dz)	..	..	0.25	FENNINGS (1534 Fennings)	mixture	1.38dz	0.41dz	0.19½	lather	0.139	0.04	0.25
et tissue twin roll	1.02	0.25	0.25	original stomachic	..	..	0.19½	shaving bowl	0.306	0.095	0.55	
(1½dz)	1.85	0.25	0.25	FIESTA (981 Picot)	spin-flo	10 cc	2.14dz	0.965dz	0.35	refill	0.178	0.055	0.32
lat pack twin	1.85	0.25	0.25	spin-flo	10 cc	2.14dz	0.965dz	0.35	talcum	0.154	0.07	0.30	
(2 dz)	..	..	0.25	perfume	miniature	3.00dz	1.35dz	0.49	0.232	0.105	0.45	0.45
ESIVE (843 ML)	23½ g	1.28dz	..	¾ oz	5.24dz	2.36dz	0.85	GROSSMITH (545 Grossmith)	..	..	d	0.14
49 g	2.00dz	..	0.25	¾ oz	9.24dz	4.16dz	1.50	bath crystals	809	..	..	0.14
TO (331 C of C)	1.38dz	0.40dz	0.21	1 oz	30.72dz	13.825dz	5.00	toilet soap, white rose and cucumber	206 display	0.75dz	0.22dz	0.14	
BAC (1221 Windsor)	2811	1.24dz	0.36dz	FLORET (1037 Reckitt)	standard size	1.72dz	..	0.20	HANOVIA (566 Hanovia)	..	..	..
uid 2811	1.24dz	0.36dz	0.19	standard size	1.72dz	..	0.20	sunlamps	..	..	..	..
icated shampoo	2835-	1.24dz	0.36dz	FLYPEL (649 ICI)	gel	30 g	1.37dz	0.41dz	Bali	11.10	2.40	..	
up 2810	0.78dz	0.23dz	0.12	gel	30 g	1.37dz	0.41dz	0.20	Prescription	6A	29.50	6.39	
ERIL (1098 Sandoz)	..	..	0.12	FORCEVAL (1367 Unigreg)	protein	..	..	0.60	7A	41.00	8.88	..
plets packs of 25 and 250	..	..	d	protein	..	..	0.60	Bahama	..	..	d	..
EMA (378 Dista)	..	..	d	FORCEVAL-PROTEIN (1367 Unigreg)	8 x 15 g	sachets	0.45	HEINZ (593 Heinz)	..	..	..	..
plets 25 mg pack of 500	..	..	d	FRACAS (Piguet) (1020 OC)	perfume	3.5 cc	..	1.70	toddler foods	..	..	..
ASIC (503 G) entire entry	..	..	d	perfume	7 cc	..	..	4.02	vegetable broth with	..	..	..
IRIN (1037 Reckitt)	50	1.82dz	0.497dz	7 cc	..	..	..	4.02	steak and kidney	..	..	..
plets	500	..	..	14 cc	..	..	..	6.03	lime creamed dessert	..	..	..
AQUAINE-V (378 Dista)	..	..	d	28 cc	..	..	..	9.54	with peaches	..	..	..
plets 250 mg 500	..	..	d	56 cc	..	..	..	13.93	lemon creamed dessert	..	..	..
IVIT (378 Dista)	100	..	..	atomiser	..	..	..	4.23	with pears can 7½ oz	1.163	..	0.06
plets 20 mcgm 100	..	..	d	eau de toilette	56 cc	..	..	1.89	(2 dz)	..	..	..
100 mcgm 500	..	..	d	110 cc	..	..	..	3.23	HELENA RUBINSTEIN (596 HR)	..	..	1.35
IE-ACNE (1460 Dome)	30 g	0.20	0.06	250 cc	..	..	..	5.04	shadowmatic	..	..	0.80
eam 30 g	0.20	0.06	0.36	500 cc	..	..	..	8.19	refill	..	..	..
tion 50 ml	0.25	0.07	0.45	atomiser	..	..	..	4.23	HEXAPHEN (295 CM & R)	1 gal	4.32	5.76
icated cleanser	100 g	0.48	0.14	FRENCH ALMOND (1221 Windsor)	bath oil	55 ml	4.49dz	1.96dz	0.79	HILTON (105 BTD)	0.08
IE-CORT (1460 Dome)	100 g	0.65	..	bath oil	55 ml	4.49dz	1.96dz	0.79	shaders	0.545dz	0.25dz	0.08	
eam 100 g	0.65	..	0.98 TS	bubble bath	4.99dz	1.45dz	0.79	HIPREX (1061 Riker)	100	2.00	..	3.00	
OT (384 Dorot)	75 g	0.80dz	0.24dz	creme perfume	5.96dz	2.60dz	1.05	tablets	..	..	..	..
icated soap	1.00dz	..	0.12½	dusting powder	6.53dz	2.85dz	1.15	HONEYPOT (1605 BPL)	2.75	..	..	..
es	..	..	0.12½	hand cream	3.12dz	1.36dz	0.55	fly catcher	2.75	..	..	..
MMER (1068 Roberts)	..	..	0.12½	perfume purse size	4.83dz	2.11dz	0.85	(gross)	..	..	..	..
MMER (1368 Chiswick)	..	..	0.12½	presentation	14 ml	9.09dz	1.60	HORLICKS (103 Beecham)	..	..	..	..
r fresheners	0.39dz	..	0.04½	mist spray	6.25dz	2.73dz	1.10	¾ lb	1.36dz	..	..	..
minor	0.59dz	0.021dz	0.07½	skin perfume	4.83dz	2.11dz	0.85	½ lb	2.28dz	..	..	..
ostic holder	0.615dz	..	0.07½	soap (2)	3½ oz	2.84dz	0.45	1 lb	3.905dz	..	..	..
minor	0.735dz	..	0.09	splash Cologne	9.09dz	3.97dz	1.60	3 lb	5.23	..	..	..
vatory sanitiser	0.455dz	..	0.05	spray Cologne	5.11dz	2.23dz	0.90	(½ dz)	5 lb	1.455	..	..
ne disinfectant	0.715dz	..	0.08	talcum puffer	3.12dz	1.36dz	0.55	10 lb	2.865	..	..	..
small	1.02dz	..	0.11	shaker	2.33dz	1.02dz	0.41	tablets (rolls)	1.735	..	..	..
med	6.90dz	..	0.70	travel trio	5.68dz	2.48dz	1.00	(6 dz)	..	..	..	..
large	0.93dz	0.28dz	0.14½	FRESH (193 Brobat)	disinfectant	1 gal	0.52	..	0.69	chocolate flavoured	6 oz	1.83dz	..
gal	..	..	0.14½	disinfectant	12 oz	..	..	0.69	d	12 oz	3.32dz	..
GESTAN (1259 Unichem)	..	..	6.30	FRESH 'N DAINTY (506 Gerhardt)	body cool	2.52dz	1.135dz	0.38	5 lb	1.455	..	..
enzenges	0.93dz	0.28dz	0.14½	body cool	2.52dz	1.135dz	0.38	0.40	HOWARDS (732 LI)	..	..	0.43
ST (673 J of H)	..	..	0.12½	foot cool	2.50dz	1.125dz	0.40	0.38	sorbitol powder	500 g	0.33	..
ner	..	..	0.25	FROZOFLOR (365 Demuth)	..	..	0.38	0.40	packs of 6 oz and 16 oz	..	..	d
ON (816 Mayborn)	0.88dz	..	0.12½	(distributors 1377 R&A)	crystal fragrances	2.340dz	0.887dz	0.38	HUSK (328 CCC)	100 ml	1.86	2.48	
lour and stain remover	1.80dz	..	0.25	crystal fragrances	2.340dz	0.887dz	0.38	0.29	injection	400 ml	4.13	5.50	
ON (816 Mayborn)	0.88dz	..	0.12½	FYNNON (104 BP)	spa bath liquid	2.19dz	0.66dz	0.29	HYDERGINE (1098 Sandoz)	..	..	d
es multi-purpose	3.20dz	..	0.42½	spa bath liquid	2.19dz	0.66dz	0.29	0.29	tablets sublingual pack of 30	..	..	..
carpet	0.88dz	..	0.12½	GALE'S (1449 R&CFD)	honey set and clear ½ lb	1.40dz	..	0.14	HYDROCORTISYL (1087 Roussel)	..	..	..
cold water	2.60dz	..	0.37½	honey set and clear ½ lb	1.40dz	..	0.14	0.23	cream/ointment	15 g	..	d	
liquid	2.80dz	..	0.40	1 lb	2.30dz	..	0.23	0.20	2½%	3 ml	..	d	
wash'n dye	0.95	GLEN (331 C of C)	fly killer	14 oz	1.80dz	..	0.20	eye drops 1%	3 g	..	d
ABETH ARDEN (60 Arden)	..	..	0.85	fly killer	14 oz	1.80dz	..	0.20	ointment ½%	3 g	..	d
usion foundation	..	..	0.12	GLINTEEL (1335 Wigglesworth)	lotion							

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p							
ILFORD (645 Ilford)				JOHNSONS (672 Johnson)				whalebone pattern										
chemicals				bandages w.o.w.B.P.C.				"Radial" half round										
Bromophen developer	2½ l	0.40	..	0.60	1 in x 4 yd	0.271dz	..	0.03½a	boxwood	LHS7	4.56	1.33	8.17					
80 oz	..	..	..	d	2 in x 4 yd	0.439dz	..	0.05	cherrywood	LC8	1.61	0.47	2.89		
Hypam fixer	1 l	0.65	..	0.97½	3 in x 4 yd	0.617dz	..	0.07	LC7	1.96	0.57	3.51						
80 oz	..	..	..	d	4 in x 4 yd	0.79dz	..	0.09½	LC16	1.14	0.33	2.05			
1D-2 developer	80 oz and 1 gal	d	bandages crepe B.P.C.			2 in	1.597dz	..	0.17½	LC20	0.73	0.21	1.30			
80 oz	..	..	..	d	3 in	2.296dz	..	0.25	satinwood	LHS1	2.62	0.76	4.70		
1D-11 developer	80 oz	..	..	d	4 in	3.074dz	..	0.34	LHS15	4.02	1.17	7.20				
1F-23 fixer	5 l	0.75	..	1.12½	6 in	4.466dz	..	0.50	LHS16	4.02	1.17	7.20						
1 gal	d	cellulose wadding B.P.C.			16 oz	2.308dz	..	0.26	plastic	LP19	0.61	0.18	1.10		
Microphen developer	13.5 l	1.10	..	1.65	cotton wool B.P.C.			1 oz	0.598dz	..	0.06½	LP29	1.56	0.45	2.79			
3 gal	..	..	..	d	4 oz	1.673dz	..	0.18½	LP20	1.86	0.54	3.33			
Perceptol	1 l	d	16 oz	5.569dz	..	0.62	hairbrushes men's			
PQ universal developer	5 l	1.43	..	2.14½	cotton wool	4 oz	1.354dz	..	0.15	classic "oval" design	MC3pr	2.84	0.83	5.09				
80 oz and 1 gal	d	hospital	16 oz	4.302dz	..	0.48	cherrywood	MHE2pr	8.93	2.60	16.00				
lamp, darkroom	No 7	3.93	..	5.89½	dental floss	20 yds	1.36dz	0.408dz	0.19	ebony black	MHE1pr	17.38	5.06	31.13				
No 8	3.93	..	..	5.89½	dressing pack sterilised	1.185dz	..	0.13½	natural	MN11pr	3.83	1.11	6.86			
junior	3.65	..	..	5.47½	gauze B.P.C.	1 yd	0.903dz	..	0.10½	MN9pr	6.08	1.77	10.89			
IN (48 AP)				gauze and cotton tissue				12 yd	7.069dz	..	0.77	MHN5pr	13.18	3.84	23.61			
eau de parfum	48 cc	1.48	0.665	3.20	B.P.C.	16 oz	6.60dz	..	0.70	satinwood	MS1pr	1.66	0.48	2.97				
94 cc	2.30	1.035	5.00	..	Drug Tariff	16 oz	5.544dz	..	0.61	MS11pr	3.33	0.97	5.97					
195 cc	3.70	1.665	8.00	..	incontinence pads	12	4.604dz	..	0.53½	MS2pr	4.87	1.42	8.73					
INDORM (1352 Wyeth)				lint B.P.C.				1 oz	0.917dz	..	0.10½	MS4pr	4.87	1.42	8.73			
capsules	100	..	..	d	4 oz	2.936dz	..	0.32½	MSopr	5.47	1.59	9.80				
INHALEX (1335 Wigglesworth)				lint boric				16 oz	10.584dz	..	1.17	MHS18pr	8.93	2.60	16.00			
capsules	12	1.04dz	0.31dz	0.15½	4 oz	0.96dz	..	0.11½	MHS12pr	16.22	4.72	29.05						
ephedrine drops	4 dr	0.88dz	0.26dz	0.13	multiple pack dressing	No.1	2.68dz	..	0.30	MHS20pr	14.48	4.21	25.93					
aqueous solution	4 dr	0.82dz	0.25dz	0.12	N.A.dressings	No.2	5.468dz	..	0.60	MHS21pr	28.97	8.43	51.89					
INSULIN (1314 Weddel)				sterilised lint dressings				small	0.412dz	..	0.06	MS26pr	3.40	0.99	6.09			
20 units	5 ml	0.08	..	0.10	medium	0.601dz	..	0.06	Classic	NHB0	1.28	0.37	2.30					
40 units	5 ml	0.14	..	0.19	large	0.931dz	..	0.12	NHB1	1.84	0.54	3.30						
80 units	5 ml	0.25	..	0.33	triangular bandage	..	1.36dz	..	0.15	NHB2	2.82	0.68	4.15					
globin zinc	40 units	5 ml	0.14	0.19	JORDAN (1339 Wilkinson)	adult	1.54dz	..	0.19	NHB3	2.93	0.85	5.25					
80 units	5 ml	0.28	..	0.38	toothbrush	child	1.13dz	..	0.14	NHB4	3.77	1.10	6.75					
protamine zinc	40 units	5 ml	0.14	0.19	JULIAN JABLON (1548 JJ)	entire entry	..	..	d	NHB5	4.33	1.26	7.75			
80 units	5 ml	0.28	..	0.38	JUVENA (1487 Juvena)	cream eye shadow	..	..	1.20	NP8	0.16	0.05	0.29			
isophane	40 units	10 ml	0.28	0.38	Juvenance	eye contour treatment	14 cc	..	2.40	NP21	0.12	0.03	0.21					
80 units	10 ml	0.58	..	0.77	eye beauty base	20 cc	..	..	2.20	NP12	0.12	0.03	0.21			
JACKSON'S (662 EJ)				night moisturizer				50 cc	NP15	0.12	0.03	0.21				
glucose confectionery	skin conditioner	56 cc	2.70	wooden back	NHW1	1.34	0.39	2.40				
barley sugar drops	4 oz	0.79dz	0.14dz	0.11	skin regenerator	28 cc	..	..	3.20	NB1	0.65	0.19	1.17			
barley sugar sticks	10	1.04	0.18	0.10	throat cream	30 cc	..	..	4.65	NB5	2.09	0.61	3.75			
Devon butterscotch	4 oz	0.79dz	0.14dz	0.11	throat firming lotion	56 cc	..	..	2.60	NB6	1.74	0.51	3.12			
mixed fruit drops	4 oz	0.79dz	0.14dz	0.11	transparent cream mask	56 cc	..	..	3.10	N9	0.25	0.07	0.45			
lozenges	..	..	..	..	KARODOR (328 CCC)	wound dressings	5 x 5 oz	1.50	0.40	ND6	0.23	0.07	0.42	
Duskies	sachet	0.57	0.09	0.02½	KATKINS (967 Petfoods)	handy	2.32	0.37	0.04½	ND7	0.54	0.16	0.97					
snow fruits	..	0.57	0.09	0.02½	linseed compound	..	0.91dz	0.27dz	0.13½	Club" bristle	NP16	1.21	0.35	2.17				
pellets	..	0.51	0.15	0.02½	linseed compound	..	1.88dz	0.56dz	0.27½	"Duration"	NP17	0.54	0.16	0.97				
Imps	..	0.51	0.15	0.02½	KENT (693 Kent)	bath brushes	FW7	1.58	0.45	2.75	"Long Grip"	NP19	0.54	0.16	0.97			
JAYCON (1606 Jaycon)				bloom brushes				FW9	1.61	0.47	2.89	shaving 100% badger	V4	2.68	0.78	4.80		
sugar free soft drinks	FW10	1.83	0.53	3.28	..	FWH2	4.61	1.34	8.25	white handle	V5	3.66	1.07	6.56
lemonade and cola	0.61dz	0.11dz	0.08	..	FWH3	5.64	1.64	10.10	..	FWH4	4.61	1.34	8.25	V6	4.26	1.24	7.63	
J CLOTH (672 Johnson)				ladies				FP6	0.70	0.20	1.25	V7	5.47	1.59	9.80			
6	1.286dz	0.145dz	0.15½	..	classic "oval" design	LC4	2.61	0.76	4.68	V8	6.08	1.77	10.89	V10	7.26	2.11	13.00	
12	2.241dz	0.252dz	0.27	..	cherrywood	LC12	2.17	0.63	3.89	black handle	C23	2.43	0.71	4.36				
JEYES (671 Jeyes)				complexion brushes				C24	2.75	0.80	4.93				
air freshener blocks (Whiz)	..	..	..	d	BD1	0.61	0.18	1.10	..	C19	1.45	0.42	2.60		
fluid	284 ml	1.08dz	..	0.10½	BC2	0.73	0.21	1.30	..	C20	0.78	0.23	1.40					
570 ml	1.70dz	..	..	0.18	BC3	0.73	0.21	1.30	..	C21	1.67	0.49	3.00			
1.14 l	3.04dz	..	..	0.32	C89	0.67	0.19	1.20	..	W20	0.78	0.23	1.40			
1 gal	0.81	..	..	1.06	Bloom of Youth	BP1	0.75	0.22	1.35	W21	1.67	0.49	3.00			
5 gal	3.44	..	..	4.05	ladies	..	..	..	..	W23	2.43	0.71	4.36
toilet flats	..	..	..	..	classic "oval" design	LC4	2.61	0.76	4.68	W24	2.75	0.50	4.93	
babysoft	single	2.12	..	0.06	cherrywood	LC12	2.17	0.63	3.89	W25	3.04	0.88	5.44					
double	2.02	0.11	satinwood	LS7	2.31	0.67	4.14	"Thistle"	KS1	4.26	1.24	7.63				
manilla	single	3.14	..	0.08	LHS9	3.41	0.99	6.11	..	KS2	3.41	0.99	6.11					
double	2.90	..	..	0.15	LHS4	3.91	1.14	7.00	..	KS12	1.23	0.36	2.20			
toilet fittings	..	..	..	..	LHS5	4.89	1.42	8.75	..	KS28	2.32	0.68	4.15	
plastic	white	2.84dz	0.32dz	0.39	LHB1	5.64	1.64	10.10	..	KS29	0.61	0.18	1.10					
porcelain	white	0.79	0.09	1.29	LHS10	5.64	1.64	10.10	..	KS30	1.01	0.29	1.81					
coloured	d	LHS12	7.82	2.28	14.00	..	quick lather	KS20	0.38	0.11	0.68				
JEYPINE (671 Jeyes)				pneumatic rubber type				tooth brushes	
disinfectant	340 ml	1.11dz	..	0.11	cherrywood	LC5	0.89	0.26	1.60	"De Luxe"	0.48		
570 ml	1.60dz	0.16	..	LC17	1.45	0.42	2.60	"Classic"	0.30		
1 gal	0.84	1.01	..	LC6	2.04	0.59	3.65	"Wessler" machine	0.21		
5 gal	3.54	4.20	made bristle	0.15		
200 ml	d	nylon	0.21		
JIF (1449 R&CFD)				complexion brushes				BD1	0.61	0.18	1.10	"Park Lane"	0.21	
lemons	0.71dz	0.07½	BC2	0.73	0.21	1.30	..	ex. hard	0.23		
LEMONS				Bloom of Youth				BP1	0.75	0.22	1.35	"Contour"	0.22	
LEMONS				ladies				"Pedigree"	0.19	
LEMONS				classic "oval" design				LC4	2.61	0.76	4.68	ex. hard	0.22	
LEMONS				cherrywood				LC12	2.17	0.63	3.89	"Smokers"	0.24	
LEMONS				satinwood				LS7	2.31	0.67	4.14	"Stoutheart"	0.20	
LEMONS				LHS9				3.41	0.99	6.11	Super	0.40		
LEMONS				LHS4				3.91	1.14	7.00	"Harley Street"	0.19		
LEMONS				LHS5				4.89	1.42	8.75	ex. hard	0.22		
LEMONS				LHB1				5.64	1.64	10.10	"Shorthead" nylon	0.11		
LEMONS				LHS10				5.64	1.64	10.10	soft	0.12		
LEMONS				LHS12				7.82	2.28	14.00	"Longhead" nylon	0.11		
LEMONS				LHS21				14.18	4.13	25.40	"KBH2" badger	0.38		
LEMONS				pneumatic rubber type				"Junior"	0.10		

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
446 FI)					LILIES OF THE VALLEY IN BLOOM (981 Picot)					MILTON-AID (1055 RM)		
powder	0530	0.67	0.30	1.50	eau de toilette					MILTON-AID (890 Newton)		
1073 Robinson)					spin-flo ..	2.14dz	0.965dz	0.35		(distributors 1556 Farillon)		
	3.33				perfume miniature	3.00dz	1.35dz	0.49		cream, tube 1½ oz	1.53dz	0.17
					¾ oz	5.24dz	2.36dz	0.85		MIMOSPRAY (75 Avlex)		
					1 oz	9.24dz	4.16dz	1.50		(distributors 649 ICI)		
VEX (702 KC)					1 oz	30.72dz	13.825dz	5.00		aerosol		
ls		1.69	0.19		LIL-LETS (761 Lilia-White)					unperfumed 50 g	1.73dz	0.25
		(2 dz)	(2 dz)		regular	10	1.26dz	0.13		travel pack 50 g	1.59dz	0.25
pack		2.53	0.28			20	2.29dz	0.24		MINIMA (243 Cernelle)		
		(1½ dz)	(1½ dz)		super	10	1.32dz	0.14		slimming tablets 150	4.30dz	0.70
etty patterns		2.53	0.28			20	2.49dz	0.26		400	8.40dz	1.35
		(1½ dz)	(1½ dz)		super plus	10	1.44dz	0.15		MINOLTA (667 JCL)		
ers		2.92	0.33			20	2.67dz	0.28		camera 35 mm		
		(4 dz)	(4 dz)		LI-LO (308 Cow)					Hi-Matic 5		44.95
es Silk Soft		1.96	0.22	0.12	LI-LO (1603 Li-Lo)					Hi-Matic E		79.95
outique		(2 dz)	(2 dz)		LIPCOTE (137 Blakoe)					Hi-Matic F		59.95
ndy	72	3.24	0.36	0.06½	LIPCOTE (1345 Woodward)					MIRANDA (817 MPS)		
lar	100	3.75	0.42	0.11½	LIQUIBARINE (896 NL)					Sensomat RS f 1.8		89.95
		(4 dz)	(4 dz)		diagnostic 20 x 1 kg	17.00				RE chrome f 1.8		99.95
	150	2.29	0.26	0.14	LONGCILS (1020 QC)					black f 1.8		116.95
et pack		(2 dz)	(2 dz)		anti-cerne stick	0.44	0.20	0.92		chrome f 1.4		119.95
or men		1.89	0.21	0.02	eye brow pencils	0.18	0.08	0.36		Sensorex chrome f 1.8		129.95
		(1 gross)	(1 gross)		eye make-up remover	0.44	0.20	0.92		chrome f 1.4		149.95
		1.35	0.15	0.03	brushes	0.23	0.105	0.47		black f 1.8		146.95
		(6 dz)	(6 dz)		block mascara	0.36	0.16	0.75		auto-EE f 1.8		169.95
	100	2.59	0.29	0.16	Loncilmatic mascara	0.44	0.20	0.92		f 1.4		189.95
		(2 dz)	(2 dz)		refill	0.33	0.15	0.69				
t tissues		1.68			eye liner	0.36	0.16	0.75				
vin pack rolls		(1½ dz)			eye shadow powder					MISTOL (255 Chembro)		
					compacts	0.59	0.265	1.23		MISTOL (1333 WL)		
K (711 Kodak)		1.76	0.79	3.50	eye shadow powder	0.36	0.16	0.75		drops plain	1.15dz	0.33dz
amatic	28				compact single	0.41	0.185	0.84		with ephedrine	1.15dz	0.33dz
TOX (328 CCC)		0.63	0.17	1.00	eye shadow cream					MONEKIL (328 CCC)		
sol (vet)	172 g	0.84	0.23	1.36	tubes	0.47	0.21	0.97		tablets (vet)	100	2.40
n	294 g	3.72	0.99	5.94	eye shadow stick					MOORLAND (751 LL)		
l and large sizes					gold case	0.47	0.21	0.97		MOORLAND (325 C-A)		
X (702 KC)					LOREXANE (649 ICI)					MUSTEROLE (255 Chembro)		
ary towels					dusting powder 100 g	1.49dz		0.18		MUSTEROLE (1333 WL)		
ze 1	12	5.69		0.16½	head lotion 50 ml	1.20dz	0.36dz	0.18		MYCIL (179 BDH)		
ze 2	12	3.30		0.19	shampoo 30 g	1.20dz	0.36dz	0.18		ointment 30 g	0.12	
Freedom					LOTUS (903 NPU)					powder 55 g	0.12	
anties		3.10dz	0.35dz	0.42	hair spray 142 g	1.08dz	0.485dz	0.17		NATRODALE (1513 Rodale)		
bwels		2.88		0.16½	hand cream 255 cc	1.17dz	0.53dz	0.19		bone meal tablets 150	3.20dz	
		(2 dz)			nail polish remover	1.17dz	0.525dz	0.19½		300	4.80dz	
OTONINE (218 Calmic)					splash Cologne 258 cc	1.315dz	0.59dz	0.21½		650	0.80	
entire entry					LUCOZADE (103 Beecham)					garlic and parsley		
PRIN (718 LAB)					small	1.38*	0.185			capsules	100	4.00dz
LEM (903 NPU)					large	1.865dz*	0.285dz			250	0.75	
pray		2.14dz	0.965dz	0.35	* Includes	0.30dz bottle deposit				tablets	100	3.60dz
d lotion		0.75dz	0.34dz	0.15	MACKENZIES (312 AC)					225	0.65	
OME (726 Lancome)					smelling salts family	1.14dz	0.34dz	0.15½		hand lotion	200	2.40dz
ne stimulant 36 T				1.95	flat					Hi-Pro liver tablets	100	1.00
37 T				2.80	MARVIC (1091 Rybar)					iron and molasses		
ceur demaquillante Nutrix					inhaler	0.70		1.00		tablets	175	3.60dz
tube 290				1.95	MARY QUANT (876 MP)					350	6.40dz	
dispenser 290 T				2.95	body shampoo	3.95dz	1.185dz	0.60		Lacto-Flora capsules	125	1.05
ONET (733 Lastonet)					eye shadow brush	2.77dz	0.83dz	0.42		lecithin capsules	100	5.20dz
net					solo shadow	3.54dz	1.645dz	0.60		225	0.85	
nee caps		0.46pr		0.69	sun stick					marrow bone tablets		
nkle supports		0.46pr		0.69	MATTHODORM (809 M&W)					100	3.60dz	
binder		0.16pr		0.24	MATTHODORM (1345 Woodward)					200	6.00dz	
dage clips	3	0.45dz		0.06	MAVALA (1361 Mavala)					100	6.80dz	
	6	0.85dz		0.11	cuticle cream			0.97		250	1.35	
ne bandage (Lastoyarn)					emery boards			0.06½		Protein Plus tablets	300	1.05
	2 in	1.44dz		0.18	hand cream			1.49		Pro-Vitamin A capsules	150	1.00
	2½ in	1.80dz		0.23	MAX FACTOR (813 MF)					pumpkin seed oil		
	3 in	2.04dz		0.26	California					capsules	50	4.00dz
	3½ in	2.40dz		0.30	nail creme	0.166	0.071	0.32		125	0.70	
	4 in	2.76dz		0.35	for men					225	1.20	
	5 in	3.36dz		0.42	pre-electric shave	0.285	0.122	0.55		1 lb	6.00	
	6 in	4.08dz		0.51	nail frosts					(1½ dz)		0.50
tic band trusses N.H.S.					MAYBELLINE (1377 R&A)					vitamin E tablets		
inal	single	1.70		2.55	MAYBELLINE (1333 WL)					50 iu	40	4.00dz
rotal	double	2.74		4.11	all eyes kit	7.88dz	3.37dz	1.25		150	1.30	
atarsal pad	single	1.85		2.78	MAZDA (903 NPU)					300	2.00	
ernity tights	double	2.89		4.34	magicube	0.205		0.29		wheat germ oil capsules		
ts Lastolita		0.40pr		0.60	McKINTOL (1335 Wigglesworth)					75	4.40dz	
st supports		4.28		6.42	dandruff lotion 110 ml	1.40dz	0.63dz	0.23		200	0.85	
		2.80		4.20	dandruff lotion 4 oz					NEUTRAPHYLLINE (311 C)		
		0.16pr		0.24	MEDOMET (1548 DDSA)					ampoules 3 ml	6	0.35
RMYCIN (746 Lederle)					tablets 250	3.90		†s4P		NEW DEW (751 LL)		
ules 150 mg	20			1.09½TS	MEDRICOL (1505 MDCL)					NEW DEW (325 C-A)		
pack of 16					cough treatment					bath essence sachet	0.37dz	0.17dz
300 mg	20	1.43		2.14½TS	adult	100 ml	2.04dz	0.30		N. P. U. (903 NPU)		
pack of 16					200 ml	3.06dz	0.92dz	0.45		nail brushes		
lets 150 mg	20	0.73		1.09½TS	junior	100 ml	1.68dz	0.25		standard		
pack of 16					pastilles	1.38dz	0.41dz	0.20		vacuum Nu-flask	8 oz	1.02dz
300 mg	20	1.43		2.14½TS	MENNEN (1506 Mennen)					16 oz	3.80dz	0.43dz
					shampoo P21					8 oz	2.40dz	
RAIN BLEU (981 Picot)					Mepacrine Hydrochloride (649 ICI)					16 oz	2.625dz	
spin-flo		2.14dz	0.965dz	0.35	tablets 0.1 g	100	0.27	0.40		26 oz	4.15dz	
fume	miniature	3.00dz	1.35dz	0.49	1000	1.64		2.45		36 oz	4.15dz	
	¾ oz	5.24dz	2.36dz	0.85	MERTHIOLATE (413 Lilly)					4.15dz		0.46
	¾ oz	9.24dz	4.16dz	1.50	tincture 450 ml					8 oz	0.49dz	0.05½dz
	½ oz	16.56dz	7.45dz	2.70	MESONTAIN (1098 Sandoz)					16 oz	0.595dz	0.07dz
	1 oz	30.72dz	13.825dz	5.00	tablets pack of 1000					26/36 oz	0.42dz	0.05dz
					METHERGIN (1098 Sandoz)					outer	26/36 oz	0.70dz
					ampoules 1 ml	100				stoppers	8/16/26 oz	0.675dz
					tablets pack of 25					36 oz	0.79dz	
					MILTON (1055 RM)							0.09
					denture powder both sizes					NU-FRESH (903 NPU)		
					MILTON (890 Newton)					aerosol air freshener		
					(distributors 1556 Farillon)					14 oz	1.51dz	
					denture powder					fly killer	14 oz	1.76dz
					medium	1.17dz	0.35dz	0.16		vaporising fly killer		
					large	1.76dz	0.53dz	0.24		size 1	2.96dz	
										size 2	6.00dz	

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
NU-GUARD (903 NPU)					OXATETS (311 C)					styptic pencils		
anti-freeze	1 pt	3.02	..	0.18	tablets packs of 100 and 1000				d	3" labelled and cello, wrapped		
		(2 dz)	..	0.34	PAGAN (981 Picot)					carded 10	D1660	0.28
NUJOL (255 Chembro)	1 qt	2.85dz	..	0.34	eau de toilette	42 cc	4.92dz	2.215dz	0.80	2" plastic case		0.084
NUJOL (1333 WL)	small	1.54dz	0.44dz	0.22		84 cc	8.64dz	3.89dz	1.40	carded 10	D1663	0.52
		2.69dz	0.77dz	0.38½	spin-flo	10 cc	2.14dz	0.965dz	0.35	tincture and lotion brushes		0.156
NU-LOOK (903 NPU)					spray mist	28 g	5.24dz	2.36dz	0.83	favelon		0.024
sunglasses					perfume	miniature	3.00dz	1.35dz	0.49	goose size		0.032
N1 black, sherry	1.36	..	..	2.26		½ oz	5.24dz	2.36dz	0.85	duck size		0.05
dark shell	1.41	..	..	2.35		¼ oz	9.24dz	4.16dz	1.50			
N2 black, sherry	1.05	..	..	1.75	PALMOLIVE (280 CP)	½ oz	16.56dz	7.45dz	2.70	PREMARIN (1370 Ayerst)		
dark shell	1.11	..	..	1.85	shampoo	1 oz	30.72dz	13.825dz	5.00	tablets 2.5 mg	30	0.86
N3 black, sherry	1.05	..	..	1.75		herb	2.30	0.69	0.22	PRIMER (328 CCC)		
cool white						(1½ dz)	(1½ dz)			cattle drench	20 oz	0.69
dark shell	1.11	..	..	1.85	PAN (1604 IPL)					PRIDE (487 Furman)		
light shell					shampoo	3 oz	2.68dz	0.805dz	0.41	bath cushion	entire entry	
N4 black, cool white						6 oz	4.44dz	1.33dz	0.67	PRIMES (1055 RM)		
crystal, mauve shadow					PANALEVE (1335 Wigglesworth)					PRIMES (890 Newton)		
sherry	1.05	..	..	1.75	elixir	56 ml	1.43dz	..	0.18	PROTEIN 21 (1506 Mennen)		
dark shell	1.11	..	..	1.85	tablets	25	0.97dz	..	0.12½	shampoo	sachet	1.09
N5 black, sherry	1.05	..	..	1.75		50	1.70dz	..	0.22½		(3 dz)	0.325
cool white, crystal	1.05	..	..	1.75	Pancreatin (1335 Wigglesworth)	100	2.75dz	..	0.37½		(3 dz)	0.325
dark shell	1.11	..	..	1.85	granules	226 g	23.00dz	..	2.88		(3 dz)	0.325
N6 black, sherry	1.05	..	..	1.75	PANETS (690 Keldon)						(3 dz)	0.325
cool white, crystal,					baby syrup		2.02dz	..	0.22½		(3 dz)	0.325
mauve shadow	1.05	..	..	1.75	PARAZONE (671 Jeyes)						(3 dz)	0.325
dark shell	1.11	..	..	1.85		750 ml	0.79dz	..	0.08		(3 dz)	0.325
N7 flip-clip	0.78	..	..	1.30		11	0.94dz	..	0.10		(3 dz)	0.325
N8 gold framed						1 gal	0.335	..	0.39		(3 dz)	0.325
rimless	1.38	..	..	2.30	PARISILON (1061 Riker)						(3 dz)	0.325
N9 with rim	1.44	..	..	2.40	tablets 2.5 mg	100	1.08	..			(3 dz)	0.325
N10 black, sherry	1.05	..	..	1.75		7.5 mg	100	2.48	..		(3 dz)	0.325
dark shell	1.11	..	..	1.85	tablets 2.5 mg and 7.5 mg	packs of 30 and 300			d		(3 dz)	0.325
N11 black, mauve shadow	1.05	..	..	1.75	PEDRIAN (1335 Wigglesworth)						(3 dz)	0.325
					foot salve		0.99dz	0.30dz	0.15		(3 dz)	0.325
dark shell	1.11	..	..	1.85	PEKSOL (328 CCC)						(3 dz)	0.325
silver	1.44	..	..	2.40	soluble vitamins (vet)						(3 dz)	0.325
N12 black, metal sides	1.48	..	..	2.46		20 oz	3.45	..	4.60		(3 dz)	0.325
N13 nickel	1.50	..	..	2.50	PEROIDIN (809 M&W)				d		(3 dz)	0.325
N14 silver satin	1.48	..	..	2.46	PEROIDIN (1345 Woodward)				i		(3 dz)	0.325
N15 gold	1.48	..	..	2.46	50 mg	dp 1000	2.70	..	3.94		(3 dz)	0.325
N16 heliodor, metal sides	1.32	..	..	2.20	PERSONALITY (1377 R & A)						(3 dz)	0.325
					soap						(3 dz)	0.325
dark shell, metal sides	1.38	..	..	2.30	petals				d		(3 dz)	0.325
N17 smoke, black	1.32	..	..	2.20	PHAZYME (1178 Stafford)						(3 dz)	0.325
silver	1.38	..	..	2.30	tablets	100	9.90dz	2.97dz	1.34		(3 dz)	0.325
N18 dark shell/gold	1.38	..	..	2.30	PHENOMET (180 BEP)				d		(3 dz)	0.325
silver/chrome	1.32	..	..	2.20	PHENOMET (1345 Woodward)				i		(3 dz)	0.325
heliodor/chrome	1.38	..	..	2.30	PHILIPS (977 PE)						(3 dz)	0.325
N19 heliodor, smoke	1.44	..	..	2.40	toothbrush						(3 dz)	0.325
silver	1.44	..	..	2.40	rechargeable HP 5202	6.242	1.628	9.95			(3 dz)	0.325
N20 heliodor, black	1.14	..	..	1.90	PHOSPHOLINE IODIDE (1370 Ayerst)	vial 1.5 mg	0.79	..	1.19		(3 dz)	0.325
dark shell	1.20	..	..	2.00	PINO SILVESTRE (881 Natura)						(3 dz)	0.325
N21 black/gold	1.41	..	..	2.35	Cologne	400 cc	2.40	1.08	5.20		(3 dz)	0.325
crystal/silver					deodal spray	130 g	0.48	0.215	1.05		(3 dz)	0.325
N22 gold framed	1.38	..	..	2.30	PLJ (103 Beecham)						(3 dz)	0.325
rimless	1.50	..	..	2.50	lemon juice		1.85dz*	0.28dz			(3 dz)	0.325
N25 gold	1.50	..	..	2.50			2.92dz*	0.475dz			(3 dz)	0.325
N26 nickel	1.05	..	..	1.75							(3 dz)	0.325
N27 nickel flip-clip	0.60	..	..	1.00							(3 dz)	0.325
B1 black	0.60	..	..	1.00							(3 dz)	0.325
B2 black, sherry	0.60	..	..	1.00							(3 dz)	0.325
NU-MIST (903 NPU)											(3 dz)	0.325
deodorant aerosol		1.755dz	0.79dz	0.28½							(3 dz)	0.325
NU-SOFT (903 NPU)											(3 dz)	0.325
Hanx	100	2.18	0.245	0.12½							(3 dz)	0.325
		(2 dz)	(2 dz)								(3 dz)	0.325
NUWEIGH (902 NPU)											(3 dz)	0.325
bathroom scales											(3 dz)	0.325
standard		1.12	0.125	1.80							(3 dz)	0.325
de luxe		1.65	0.185	2.65							(3 dz)	0.325
OLIVE (1315 HW)											(3 dz)	0.325
nail pliers	69001	5.20dz	..	0.65							(3 dz)	0.325
OMY (331 C of C)											(3 dz)	0.325
bath essence											(3 dz)	0.325
	bijou	1.92dz	0.84dz	0.31							(3 dz)	0.325
	large	16.20dz	7.11dz	2.62							(3 dz)	0.325
	sachet boules	2.19dz	0.99dz	0.36							(3 dz)	0.325
OPAS (1335 Wigglesworth)											(3 dz)	0.325
powder	2 oz	0.58dz	0.17dz	0.08½							(3 dz)	0.325
	4 oz	0.99dz	0.30dz	0.15							(3 dz)	0.325
	8 oz	1.57dz	0.47dz	0.23½							(3 dz)	0.325
tablets	33	0.72dz	0.22dz	0.11							(3 dz)	0.325
	66	1.19dz	0.36dz	0.18							(3 dz)	0.325
	99	1.72dz	0.52dz	0.26							(3 dz)	0.325
roll	(12)	1.19	0.36	0.06							(3 dz)	0.325
		(3 dz)	(3 dz)								(3 dz)	0.325
OPTREX (690 Keldon)											(3 dz)	0.325
eye baths		0.43dz	0.05dz	0.07							(3 dz)	0.325
ORABASE (1176 Squibb)											(3 dz)	0.325
paste	15 g	0.17	0.05	0.26							(3 dz)	0.325
	80 g	0.55	0.165	0.83							(3 dz)	0.325
ORAHESIVE (1176 Squibb)											(3 dz)	0.325
powder	15 g	0.27	0.08	0.41							(3 dz)	0.325
ORASTREP (378 Dist)											(3 dz)	0.325
tablets	500										(3 dz)	0.325
ORTHO-NOVIN 1/50 (922 Ortho)											(3 dz)	0.325
tablets											(3 dz)	0.325
unipak	21	0.23	..	0.35							(3 dz)	0.325
OVALTINE (1303 Wander)											(3 dz)	0.325
baby rusks	8 oz	0.97dz									(3 dz)	0.325
chuckles	8 oz	0.97dz									(3 dz)	0.325
instant non-fat-milk											(3 dz)	0.325
	7 oz	1.76dz									(3 dz)	0.325
	12 oz	2.69dz									(3 dz)	0.325
teething rusks	small	0.625dz									(3 dz)	0.325
	large	1.18dz									(3 dz)	0.325
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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
lors slide				liquid ant and wasp				TABAC ORIGINAL (443 Eylure)			
P 35	44.98	ant killer	..	..	0.15	after shave lotion 15 cc	..	..	0.35 a
P 35A	60.88	killer	..	..	0.26	47 cc	..	..	0.66
P 35AF	76.19	Sectovap 300 cc	..	..	0.17	90 cc	..	..	0.98
P 37A	77.16	16 oz	..	..	0.23	163 cc	..	..	1.59
P 37AF	96.94	32 oz	..	..	0.37	305 cc	..	..	2.90
				128 oz	..	..	1.15	plastic 114 cc	..	..	1.10
				Vap lantern Mk III	..	..	0.78	eau de Cologne 15 cc	..	..	0.39
				SECTO-KIL (333 Cupal)				47 cc	..	..	0.73
				house and garden				90 cc	..	..	1.05
				powder 7 oz	..	..	0.20	163 cc	..	..	1.60
				SENNALAX (312 AC) entire entry			d	305 cc	..	..	2.99
				SENNALAX (312 AC)				plastic 114 cc	..	..	1.20
				standardised senna				pre shave lotion 47 cc	..	..	0.66
				tablets 100	0.19	..	0.28	90 cc	..	..	0.98
				SENOKOT (1037 Reckitt)				163 cc	..	..	1.59
				granules 50 g	1.335dz	..	0.16	shaving foam spray 80 g	..	..	0.91
				56 g			d	soap-on-a-rope			d
				SEPICHLOR (1335 Wigglesworth)				TABLOID (208 BW)			
				lozenges 20	0.99dz	..	0.12½	ephedrine HCl			
				SHIELD (412 Elida-Gibbs)				30 mg pack of 25			d
				anti-perspirant				TAKA-DIASE (938 PD)			
				economy 3.79dz	1.705dz		0.56	tablets			
				SHLOER (103 Beecham)				pepsin compound 100			d
				liquid apples				TAMPAX (1211 Tampax)			
				small 1.56*	0.22			regular	1.37dz	..	0.15
				(2 dz)	(2 dz)				4.85dz	..	0.53
				* Includes 0.36 (2 dz) bottle deposit				super	1.51dz	..	0.16½
				large 1.83dz	0.33dz				5.40dz	..	0.59
				large 2.085dz	0.38dz			TARCORTIN (1178 Stafford)			
				grape juice				cream 15 g	2.10dz	0.63dz	0.31 TS
				SILVIKIN (105 BTD)				30 g	3.47dz	1.04dz	0.52 TS
				hair cream standard	1.085dz	0.49dz	0.16				
				large 1.565dz	0.705dz		0.23	TEDRAL (1310 WW)			
				75 hairdressing	1.97dz	0.89dz	0.29	linctus 300 ml			d
				hair spray regular	1.765dz	0.795dz	0.26	linctus 300 ml	0.52	..	0.78 †s4A
				SKIN LIFE (596 HR)							
				cream 0901	..	..	2.90	TEN NEW PENCE FOR BEAUTY (287 CPC)			
				SMITH KENDON (1152 SK)				beer shampoo 0141	0.67dz	0.19dz	0.10
				glucose tablets				bubble bath 0140	0.67dz	0.19dz	0.10
				Mocca coffee flavoured				cleansing milk 0137	0.62dz	0.27dz	0.10
				7 oz 1.57dz	0.285dz		0.19	egg & lemon shampoo			
				SOLPRO (1553 Contactasol)				0131	0.67dz	0.19dz	0.10
				solution 15 ml	0.30	..	0.45	eye make-up remover			
				SOMBREIRO (532 Goya)				0139	0.62dz	0.27dz	0.10
				cream tube 50 g	0.128	0.06	0.25	hand cream 0138	0.62dz	0.27dz	0.10
				SO-SOFT (1227 THP)			d	herb shampoo 0130	0.67dz	0.19dz	0.10
				SO-SOFT (193 Brobat)			i	lacquer removing shampoo			
				rolls twin 1.02	..	..	0.07	0133	0.67dz	0.19dz	0.10
				(1½ dz)				lanolin shampoo 0132	0.67dz	0.19dz	0.10
				SPRAYMARK AEROSOLS (328 CCC)				lemon cream rinse 0142	0.67dz	0.19dz	0.10
				marking fluid 6 x 172g	2.82	..	3.75	moisturising cream			
				SPRAYMATE (506 Gerhardt)				0136	0.62dz	0.27dz	0.10
				breath freshener	2.76dz	0.83dz	0.42	setting lotion 0135	0.62dz	0.27dz	0.10
				STERADENT (1037 Reckitt)				TETRALYSAL (227 Erba)			
				powder				capsules 16	0.375	..	0.56 TS
				small 0.89dz	0.249dz		0.12	100	2.26	..	3.39 TS
				medium 1.39dz	0.38dz		0.18½	1000	19.87	..	29.80 TS
				economy 1.99dz	0.544dz		0.27	THE BLUE TRAIN (981 Picot) entire entry			d
				tablets 17	0.97dz	0.269dz	0.13	THEREX (1055 RM)			d
				26	1.39dz	0.38dz	0.18½	THEREX (890 Newton)			i
				STEVEN'S (1023 Radiol)				(distributors 1556 Farillon)			
				ointment 40 g	0.30	0.09	0.51 †	14	1.54dz	0.465dz	0.21 †
				pack of 28 g			d	THYRODEX (1556 Farillon) entire entry			d
				STRESNIL (328 CCC)				TIGRESS (328 CCC)			
				injection (vet) 50 cc	2.06	..	2.75	teat and udder 1 lb	0.50	0.13	0.79
				STROBOFIX (637 Hunter)				dressing 4 lb	1.74	0.46	2.77
				flashguns electronic				12 lb	5.49	1.26	7.59
				manual				TONABATH (331 C of C)			
				E15B	..	..	13.57	foam bath capsules			
				E15	..	..	19.97	tube 8	2.61dz	0.77dz	0.39
				E19	..	..	23.65	8	3.02dz	0.88dz	0.45
				E22	..	..	26.37	TONSILLIN (1599 Winthrop)			c
				E27	..	..	30.83	TOPILAR (1584 Syntex)			
				STROBOMATIC (637 Hunter)				cream 500 g	6.25	..	†s4BTS
				flashguns electronic				ointment 500 g	6.25	..	†s4BTS
				computer E19BC	..	..	22.88	TORECAN (1098 Sandoz)			
				E19C	..	..	29.85	ampoules 10 mg/1 ml			
				E22C	..	..	38.39	6	0.28	..	0.43 †s4B
				E27C	..	..	46.14	1 ml			d
				E34C	..	..	96.16	TRI-ADOCORTYL (1176 Squibb)			
				SUEDE (981 Picot)				cream 30 g	1.33	..	2.00 TS
				spin-flo 10 cc	2.14dz	0.965dz	0.35	ointment 30 g	1.33	..	2.00 TS
				perfume miniature	3.62dz	1.63dz	0.59	TRIDESILON (1460 DOME)			
				¼ oz 6.44dz	2.90dz		1.05	cream 0.05% 15 g	0.50	..	0.75 TSA
				½ oz 11.28dz	5.075dz		1.85	30 g	0.90	..	1.35 TSA
				¾ oz 19.68dz	8.855dz		3.20	TRIOGESIC (1303 Wander)			
				1 oz 34.80dz	15.66dz		5.65	elixir 150 ml	0.23	..	0.34 †
				SULEO (671 Jeyes)				tablets 12	0.13	..	0.19 †s7
				emulsion 80 ml	1.07dz	0.32dz	0.15	250	1.76	..	2.64 †
				shampoo 80 ml	1.33dz	0.40dz	0.19	TRUST (103 Beecham)			
				SULPHAMEZATHINE (649 ICI)				dog or cat treats	1.635	0.295	
				powder 100 g			d	(6 dz)	(6 dz)		
				SUNPURE (903 NPU)				TUSSOBRON (1335 Wigglesworth)			
				fruit drinks				56 ml	1.10dz	..	0.14 †
				orange, lemon	1.13dz	0.205dz	0.13½	114 ml	1.76dz	..	0.25 †
				lemon barley	1.235dz	0.22dz	0.15	packs of 2 oz and 4 oz			d
				lime	1.35dz	0.245dz	0.17	TWINK (412 Elida-Gibbs)			
				SUPER PLENAMINS (848 Minnesota)				roller standard	2.18dz	0.98dz	0.34
				15	2.60dz	..	0.31	ULCANON (1335 Wigglesworth)			
				30	4.54dz	..	0.54	½ oz 1.05dz	0.32dz		0.15
				60	8.30dz	..	0.99	Gelets 0.95dz	0.29dz		0.14½
				150	17.64dz	..	2.10	UNICAN (1391 MHB)			
				SUSTAMYCIN (824 MCP)				for sauternes, sweet sherry,			
				capsules 250 mg	1.68	..	TS	port, burgundy, hock,			
				SWEETEX (751 LL)			d	sweet mead, dry mead,			
				SWEETEX (325 C-A)			i	claret, Beaujolais, dry			
				SWISTAN (331 C of C)				sherry, liebfraumilch,			
				cream tube	1.28dz	0.37dz	0.09	graves, rose, chablis,			
				lotion standard	1.28dz	0.37dz	0.09	red vermouthe, royal ruby			
				large 2.55dz	0.74dz		0.38		0.52	..	0.78
				milk 1.94dz	0.59dz		0.29				
				SYNALAR (649 ICI)							
				ointment 15 g	0.39	..	0.59 TS				

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	Trade £.p	Tax £.p	Retail £.p
UNICHEM (1259 Unichem)			
golden eye ointment	0.85dz	0.255dz	0.12½f
US (1607 JWL)			
anti-perspirant			
aerosol	160 g	3.195dz	1.12dz
	210 g	3.915dz	1.375dz
herbal bath	250 ml	3.705dz	0.865dz
VADEMECUM (957 Perl)			
mouthwash	20 cc	1.92dz	0.575dz
	75cc	6.00dz	1.80dz
VALDA (903 NPU)			
pastilles	packets	2.04	0.615
	(2 dz)	(2 dz)	0.15½
	drums	2.66dz	0.80dz
drums			0.40½
VANEXANE (1335 Wigglesworth)			
head lotion	56 ml	0.91dz	0.27dz
	2 oz pack		0.14
VASODEX (61 APC)			
ophthalmic solution	5 ml	0.40	0.60 TS
VASOSULPH (61 APC)			
ophthalmic solution	10 ml	0.25	0.38 +s4BTS.
	15 ml pack		d
VASOZINC (61 APC)			
ophthalmic solution	10 ml	0.25	0.38
	15 ml pack		d
VELVA (60 Arden)			
cream masque tube	..	..	0.59
VERMIPELS (328 CC)			
in feed warmer	2 lb	2.48	3.30
	8 lb	8.62	11.50
VESAGEX (1335 Wigglesworth)			
antiseptic ointment	60 g	1.92dz	0.24
	500 g	0.67	1.00
VIDAL (881 Natura)			
foam bath	280 g	0.65	0.195
shave cream lather	100 g	0.28	0.085
VI-MINEROL (1023 Radiol)			
canine	450 g	0.30	0.42
extra bone	25 kg	5.80	7.80
standard	25 kg	9.20	11.96
VITATHONE (333 Cupal)			
tablets	50	1.80	0.22
VIULES (147 Boots) existing entry			d
streptomycin sulphate	0.75 g/1.5 ml	6	0.38
	100	5.90	TS
	1 g/2.0 ml	6	0.45
	100	5.97	TS
Streptoduacin	0.5 g/2.0 ml	6	0.45
	100	7.30	TS
V. P. D. (328 CCC)			
pre-digested feed	(vet)	12 x 1 oz	1.65
WANDER (1303 Wander)			
diabetic chocolate	drink	1 lb pack	d
WELLCOME (208 BW)			
aminophylline BP	intravenous 0.25 g	5	d
in 10 ml			d
WHISKAS (967 Petfoods)			
cat litter	2.00dz	..	0.22½
WHITE'S, DR. (761 Lilia-White)			
Koronet briefs	..	2.77dz	0.29dz
pads	..	1.09dz	0.11½
sanitary towels	0	1.48dz	0.15
	1	1.55dz	0.16
	2	1.74dz	0.18
	3	1.85dz	0.19½
	E1	0.76dz	0.08½
	..	1.05dz	0.13
belt	..	1.55dz	0.16
Carefree	2	1.74dz	0.18½
sanspenders	..	0.83dz	0.10dz
WHIZ (671 Jeyes)			
air freshener blocks	..	1.41	0.04½
	(3 dz)		
WILKINSON (1339 Wilkinson)			
New Sword blades	5	3.41	1.00
	(25 pkts)	(25 pkts)	0.24
	10	6.38	1.87
	(25 pkts)	(25 pkts)	0.45
WILLIAMS (255 Chembro)			
Aqua Velva	80 cc	1.92dz	0.865dz
after shave	142 cc	3.38dz	1.52dz
	30 cc	1.55dz	0.70dz
Lectric shave	80 cc	2.92dz	1.315dz
glide on	83 cc		d

WOLTZ ITALIANA (1363 SAL)

make-up
jelle blusher
lipsticks

3.03dz 1.32dz 0.49
2.34dz 1.02dz 0.39

YARDLEY (1355 Yardley)

feather finish compact

902 0.348 0.157 0.68
refill 904 0.185 0.083 0.37
refill 1504 d

ZUBES (1068 Roberts)

cough sweets

0.55dz 0.16dz 0.08

AMENDMENTS TO KEY TO SUPPLIERS

4 Abdine

= Abdine Ltd, 110 Commerce
Street, Glasgow, G5 8DR.

Scotland. 041-429 1696

100 BI

= Beautishape International Ltd,
45 Berners Street, London

WIP 3AD. 01-580 1544

392 DUB

= Du Barry International (UK)
Ltd, 45 Berners Street, London

WIP 3AD. 01-580 1544

536 GPL

= Gray Products Ltd, 2 Marshall
Road, Hampden Park,

Eastbourne, Sussex.
0323 27871

566 Hanovia

= Hanovia Lamps Ltd, 480 Bath
Road, Slough, Bucks. Burnham

4041

669 Sorelle

= Jean Sorelle Ltd, 117 Great
Portland Street, London

WIN 6AH. 01-580 1312

816 Mayborn

= Mayborn Products Ltd
139 Sydenham Road,
London SE26.

01-650 4801

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p
ACTRILAWN (818 M&B)			
weedkiller	4 oz	2.40dz	0.30
	8 oz	4.48dz	0.56
ALL FRESH (105 BTD)			
clean-up squares	10 sachets	1.635dz	0.495dz
AMFIX (818 M&B)			
	250 ml	2.16dz	0.27
	2½ l	1.05	1.57½
	4½ l	1.97	2.95½
	22½ l	7.54	11.31
composite pack		2.40dz	0.30
super	1 l	7.68dz	0.96
	4.5 l	2.30	3.45
	22½ l	9.25	13.87½
ANDRE PHILIPPE (48 AP)			
hair dressing for men	104		d
hair lacquer aerosol			
medium 8 oz	11		d
refill	12		d
hair spray aerosol	17		d
ASPRO (893 Nicholas)			
tablets	24	2.635	0.73
	(2 dz)	(2 dz)	0.17 a
	60	2.54dz	0.705dz
	120	4.30dz	1.20dz
junior	24	0.775dz	0.215dz
soluble	8	0.54dz	0.15dz
	24	1.31dz	0.365dz
AVISOL (971 PSMB)			
	8 oz	0.40	0.60
	35 oz	1.50	2.25
	80 oz	2.67	4.00
BACTRIAN (776 JML)			
cream		1.44dz	0.18 a
BEAUCAIRE (430 Eucryl)			
cleaning fluid	small	1.345dz	0.16 a
BEETHAM'S (106 Beetham)			
glycerin and	85 cc	2.16dz	0.97dz
cucumber	165 cc	3.08dz	0.14dz

	Trade £.p	Tax £.p	Retail £.p
BENYLIN (938 PD)			
expectorant	125 ml	1.86dz	0.56dz
BRECK (1131 Shulton)			
shampoo			
texturising	sachet	0.365dz	0.11dz
	standard	1.695dz	0.509dz
	large	2.36dz	0.708dz
BREVIDILE (971 PSMB)			
powder, ampoules	10	0.80	1.20 +s
150 mg		..	..
multi-dose container		0.37	0.55½+s
750 mg		..	..
BRUFEN (147 Boots)			
suspension	200 ml	0.70	1.05
BRUT (446 FI)			
essence de Brut	5648	4.59	9.50 a
lotion	5444	0.72	1.50
snifter	5617	0.24	0.50
spray lotion	5445	1.21	2.50
toilet lotion	5440/43	1.21	2.50
	5420/37	1.81	3.75
	5410	3.02	6.25
	5405	4.47	9.25
travel decanter	5423	1.57	3.25
BUTTERCUP (430 Eucryl)			
baby cough linctus		0.835dz	0.25dz
syrup		1.145dz	0.345dz
		1.68dz	0.505dz
		2.43dz	0.73dz
CAMEO (1073 Robinson)			
tampons	10	2.957	0.16 a
	(2 dz)	5.266dz	0.57
CAPRIN (1143 SPL)			
tablets	100	0.34	0.51
	500	1.64	2.46
	1000	2.94	4.41
CARBOMUCIL (896 NL)			
	100 g	0.30	0.09

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ATION (339 CG)				GALA OF LONDON (876 MP)				MAJA (317 CS)			
on rings thin	0.96dz	..	0.12 a	lipstick 1GM6	2.07dz	0.93dz	0.35 •	gel			
thick	0.96dz	..	0.12	nail polish 1GQ1	1.77dz	0.80dz	0.30	tubes	0.47	0.21	0.90 •
bus caps	0.94dz	0.282dz	0.14	lipstick 'locked in'			d	MARGO OF MAY FAIR (545 Grossmith)			
caps	2.00	0.60	0.12	nail colour			d	bath cubes (6)	2.49	1.09	0.11 a
oint	(2½ dz)	(2½ dz)		Little Gem 1GA1			d	MA RIGOLD (774 LR)	(4 dz)	(4 dz)	
ings	1.06dz	0.318dz	0.16	frosted 1GA2			d	house gloves			
ADE (818 M&B)	0.96	..	0.12	GALLOWAYS (430 Eucryl)				Chic	1.67dz	0.17dz	0.21 r
otographic wetting agent				baby cough linctus	0.835dz	0.25dz	0.12 a	Suregrip	2.00dz	0.21dz	0.26
25 ml	0.27	..	0.40%a	cough syrup	1.11dz	0.335dz	0.16	Husky	2.86dz	0.30dz	0.38 a
500 ml	0.54	..	0.81	lung syrup	1.71dz	0.515dz	0.24	MATEY (893 Nicholas)			
AL (1242 Toni)					2.445dz	0.735dz	0.34	bath liquid	1.76dz	0.49dz	0.22 a
lightener	0.52		d		0.95dz	0.285dz	0.13	powder			d
LES PERRY (960 Perry) existing entry			d		1.405dz	0.42dz	0.20	MAWS (810 Maw)			
LES PERRY (960 Perry)			i	GARDENAL (971 PSMB)				Nursery products			
r shave lotion	..	..	0.50	powder			d	pants triple pack			
netic lotion	..	..	0.50	GILLETTE (514 Gillette)				328.01/02/03/04	1.56dz	..	0.18 •
umber astringent	..	..	0.50	blades blue packer+ (5)	1.36	0.40	0.12 a	Tuffy Tails			a
p cleansing cream	..	..			(20 pkts)	(20 pkts)		10	356.11	1.63dz	0.17
lmond)	..	..	0.50	blue extra (5)	1.70	0.50	0.15	20	356.12	2.69dz	0.28
emon)	..	..	0.50		(20 pkts)	(20 pkts)		30	356.13	3.75dz	0.39
cream (oakmoss)	..	..	0.50	platinum (5)	3.55	1.04	0.25	newborn	356.14	2.69dz	0.28
ey and avocado cream	..	..	0.50	packets or dispensers	7.09	2.08	0.25	MENE (1073 Robinson)			
ey beauty balm	..	..	0.63		(50 pkts)	(50 pkts)		sanitary towels size 0	5.914	..	0.16 a
ey & herbs shampoo	..	..	0.36		(25 pkts)	(25 pkts)		(4 dz)			
an elm foundation	..	..	0.63		(20 pkts)	(20 pkts)	0.47	size 1	6.283	..	0.17
shallow skin tonic	..	..	0.50	super silver (5)	3.12	0.92	0.22	(4 dz)			
oil conditioning rinse	..	..	0.39		(25 pkts)	(25 pkts)		size 2	7.392	..	0.20
lower tissue oil	..	..	0.63		(50 pkts)	(50 pkts)	0.22	(4 dz)			
min hair tonic	..	..	0.50	razor				size 3	7.069	..	0.25½
at germ beauty balm	..	..	0.63	3 piece	2.04dz	0.60dz	0.30	(3 dz)			
beauty mask	..	..	0.63	adjustable set	10.21dz	2.99dz	1.50	size 4	6.098	..	0.33
STY (261 Christy)				slim twist set	5.11dz	1.50dz	0.75	MICK (967 Petfoods)			
and body lotion				GLUCANAL (896 NL)	12	0.80	1.44	handy	1.03	0.16	0.08 a
large size			d					(1½ dz)	(1½ dz)		
line tube small	0.735dz	0.33dz	0.12 c	GORDON MOORE (1038 R&C)			d	large	1.29dz	0.20dz	0.15
large	1.10dz	0.495dz	0.18 c	GORDON MOORE (67 Ashe)			i	carry home pack	1.38	0.22	0.48
YL (938PD) entire entry			d	HELENA RUBINSTEIN (596 HR)				(¼ dz)	(¼ dz)		
KE'S (764 L&M)				after beauty tan	..	..	0.90 •	MILDAN (818 M&B)			a
ed mixture 500 ml	3.30dz	0.90dz	0.45 •	bio clear medicated	..	..		garden fungicide 4 oz	2.40dz	..	0.30
454 ml size			•	mask	..	..	0.70	8 oz	3.70dz	..	0.47
UP (412 Elida-Gibbs)				washing grains	..	..	0.85	MILK OF MAGNESIA (1190 SHP)			
hpaste standard	1.125dz	0.34dz	0.15	sandy tan	..	..	0.85	small	1.25dz	0.335dz	0.16 a
large	1.625dz	0.49dz	0.22	skin balance	..	..		peppermint flavoured			
TOX (818 M&B)			a	normalising gel	..	..	1.45	small	1.25dz	0.335dz	0.16
4 oz	2.80dz	..	0.24	skin life	..	..	2.20	MILPAR (1190 SHP)			
8 oz	3.44dz	..	0.43	eye pads	..	..	2.20	small	1.29dz	0.35dz	0.16½a
1 qt	1.07	..	1.60	HYTRAST (971 PSMB)			d	medium	2.27dz	0.615dz	0.29
OL (818 M&B)			a	IN LOVE (1376 Hartnell)				MONITOR (472 Fontarel)			•
ld to make 250 ml	0.20	..	0.30	(distributors 261 Christy)				suntan cream single	0.36	0.16	0.70
1 l	0.45	..	0.67½	bath cubes (6) HL 17	2.10dz	0.95dz	0.34 a	duo set	0.85	0.385	1.70
2½ l	0.85	..	1.27½	Cologne HL 48			a	MOTHER SEIGELS (195 B&SL)			d
AY 325 (971 PSMB)				eau de toilette				MOTHER SEIGELS (727 Lane)			i
oules 20 ml 10	4.00	..	6.00 c	standard HL 10			d	MURIPSIN (896 NL)			
ERS (295 CM&R)				INNOXA (654 Innoxia)				tablets	50	0.36	0.11
ontrol-Pac flykiller	..	..	0.85 •	Free and Easy	..	..		NIKINI (1073 Robinson)			
h-aire Solid-Pac	..	..	0.32	dry spray	..	..	0.62 •	sanitary garment pink	4.951 dz	0.557dz	0.60 a
n-Pac	..	..	0.35	INTRAVAL (971 PSMB)				NIVEMBIN (971 PSMB)			
EA (412 Elida-Gibbs)			•	ampoules 5% 0.25 g				tablets	50	0.32	0.48 c
mate deodorant				twin pack 5 g			d	500	3.08	..	4.62
small	2.06dz	0.925dz	0.30	multidose 5 x 5 g	2.65	..	3.97½ts1s4Ai	NORGOTIN (896 NL)			
large	3.005dz	1.35dz	0.45	ITALIAN MARBLE (1561 MD)				ear drops dp 16 ml	0.184	..	½a
OSAN (818 M&B)			r	(distributors 261 Christy)				NORMACOL (896 NL)			a
4 oz	2.00dz	..	0.25	bath cubes	2.63dz	1.18dz	0.43 r	antispasmodic	100 g	0.22	0.065
8 oz	3.00dz	..	0.37½	bath bliss			d	250 g	0.50	0.15	0.90
1 lb	4.20dz	..	0.52½	bath Cologne			d	500 g	0.90	0.27	1.62
1073 Robinson)				bath talcum			d	100 g	0.20	0.06	0.36
on wool balls				JERGENS (261 Christy)				250 g	0.45	0.135	0.81
coloured	50	0.667dz	0.08½a	hand lotion 3 oz	1.30dz	0.59dz	0.21 a	500 g	0.83	0.25	1.49
RPA (896 NL)				KIKU (446 FI)				2 K	3.20	0.96	5.76
375 g	0.63	..	0.95 r	after bath Cologne 2 oz	0.61	0.275	1.25 a	dp 2½ K	4.00	..	
OSA (1190 SHP)				bath powder 0531	1.21	0.545	2.50	100 g	0.20	0.06	0.36
small	1.63dz	..	0.17	KILNET (818 M&B)			a	250 g	0.45	0.135	0.81
medium	2.975dz	..	0.31	weed killer 4 oz	2.24	..	0.28	500 g	0.83	0.25	1.49
large	4.13dz	..	0.43	8 oz	3.76dz	..	0.44	2 K	3.20	0.96	5.76
OX (818 M&B)			r	KWELLS (893 Nicholas)				dp 2½ K	4.00	..	
8 oz	2.56dz	..	0.32	tablets	1.625dz	..	0.18 ½a	50 x 40 g	6.25	..	
20 oz	4.56dz	..	0.57	LAVANDA (317 CS)			i	NORSEBAD (893 Nicholas)			
qt	8.28dz	..	1.03	soap bath	3.60dz	1.08dz	0.58	bath additive			
gal	27.60dz	..	3.20	toilet	2.08dz	0.625dz	0.33	60 cc	3.105dz	0.86dz	0.46 a
YCHROME (818 M&B)				LEMPAK (261 Christy)				120 cc	6.001dz	1.67dz	0.89
25 g	5.16dz	..	0.64½c	beauty mask				OLD SPICE (1131 Shulton)			
BETH ARDEN (60 Arden)				tube	1.535dz	0.69dz	0.25 a	after shave lotion	3712	3.35dz	1.47dz
ion foundation	..	..	0.95 •	cream	1.10dz	0.50dz	0.18	3710	4.97dz	2.18dz	0.82
ZIN (971 PSMB)			i	LEXTRON (413 Lilly) entire entry			d	3711	8.37dz	3.67dz	1.38
ion 10.32% 8 oz	..	..	0.62½	LIFEGUARD (893 Nicholas)				presentation	3719	3.75dz	1.65dz
35 oz	..	..	2.31	disinfectant				travel pack	3734		0.62
1 gal	..	..	10.00	large	1.145dz	..	0.12½c	talcum			d
ix 22.5% 2½ lb	..	..	3.75	LIXIA (893 Nicholas)				after shave lotion lime			
VL (971 PSMB)				cold relief sachets	5	1.69dz	0.22 a	3502	3.35dz	1.47dz	0.56 a
ix 22.5% 2½ lb	..	..	3.75 r	LORANNE (261 Christy)				3500			d
AN (896 NL)				splash Cologne 105 cc	2.94dz	1.32dz	0.48 r	travel pack 3503			d
ts	40	0.22	0.065	210 cc	4.68dz	2.11dz	0.76 a	after shave skin conditioner			
30 Eucryl)	120	0.50	0.15	M & B (818 M&B)			i	3750	4.05dz	1.78dz	0.67 a
ts	16	1.01dz	0.305dz	horticultural products				3741	4.20dz	1.84dz	0.70
L (430 Eucryl)				Bordeaux mixture				3742	2.71dz	1.19dz	0.45
n powder large	1.065dz	0.32dz	0.16 a	to make 2½ gal	2.40dz	..	0.30	3510			d
ers denture cleaner	1.24dz	0.37dz	0.18	5 gal	4.00dz	..	0.50	Cologne for men	3722	3.99dz	1.75dz
tooth powder	1.13dz	0.34dz	0.16½	slug killer 8 oz	1.00dz	..	0.12½	3720	5.57dz	2.44dz	0.92
MOL (938 PD)			a	1.80dz	..	..	0.22½	3522			d
hpaste	1.00dz	0.30dz	0.15	worm killer 36 g	3.20dz	..	0.40	3520			d
1.47dz	0.44dz	0.22		72 g	5.20dz	..	0.65	3876			d
AX (893 Nicholas)				M&B (971 PSMB)				deodorant			
ts	1.82dz	0.505dz	0.26 ½DDla	patent blue V 2.5%	0.80	..	1.20 i	stick	3880	3.29dz	1.44dz
DE BLASON (317 CS)				ampoules 2 ml 5				stick lime	3587		d
water ½ oz	0.18	0.10	0.40 i					hair cream	3040	2.42dz	1.06dz
4 oz			d					tube	3043	2.06dz	0.90dz

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
hairdressing aerosol	3672	2.77dz	1.22dz	0.46	PERALVEX (896 NL)				freshener and toner		
hair groom	3938	2.42dz	1.06dz	0.40	solution 16 ml	0.30	0.09	0.54 a	340 cc	..	2.10
hair tonic	3941	3.75dz	1.65dz	0.62	PHENERGAN (971 PSMB)				herbal lotion	340 cc	2.05
pre-electric shave	3611	4.05dz	1.78dz	0.67	cream 2%	0.14	..	0.21 c	SOFRA-TULLE (1087 Roussel)	..	a
roll-on	3640	4.05dz	1.78dz	0.67	500 g	1.20	..	1.80	tins	10 x 10 cm	0.40
shampoo for men	3950	4.05dz	1.18dz	0.62	PHYTODERMINE (971 PSMB)				tins 1 strip	100 cm x 10 cm	0.50
shave bowl	3709	3.92dz	1.15dz	0.60	cream	0.13	0.04	0.23½ c	STRIKE (818 M&B)	..	TS
lime	3969			d	powder puffer	0.13	0.04	0.23½	rooting powder	30 g	1.68dz
stick	3890	3.03dz	0.89dz	0.47 a	POLAROID (989 Polaroid)				lawn weed killer	8 oz	2.24dz
refill	3891	1.95dz	0.57dz	0.30	cameras Land				1 pt	4.48dz	0.56
shaving cream					Big Shot	..	..	16.95 •	1 gal	27.60dz	3.20 i
brushless	3832	1.63dz	0.48dz	0.25	Square Shooter II	..	..	14.95			
lather	3830	2.91dz	0.85dz	0.45	Super Swinger	..	..	7.95			
lime	3822	1.63dz	0.48dz	0.25	PROM (1242 Toni)				TAME (1242 Toni)		
lime	3820	2.91dz	0.85dz	0.45	roller perm complete			d	creme rinse	60 g	1.44dz
lime	3994			d	PROMICROL (818 M&B)			a	112 g	2.16dz	0.93dz
lime	3700	5.16dz	1.96dz	0.83 a	tin to make 600 ml	0.18	..	0.27½	wool	small	1.32dz
lime	3701	2.91dz	0.85dz	0.45	tin to make 2½ l	0.40	..	0.60	large	2.25dz	0.395dz
smooth shave	3690	3.02dz	0.88dz	0.46	replenisher				THIODET (818 M&B)		
lime	3591			d	tin to make 2½ l	0.52	..	0.78	test kit	0.70	..
soap	3792	1.77dz	0.52dz	0.26 a	RAXOX (893 Nicholas)				THYLIN (1143 SPL)		1.05 a
lime	3583			d	bath salts (bouquet, pine, Cologne)	1.305dz	0.545dz	0.19 a	tablets 250 m	100	2.34
Burley					foot spray	1.99dz	0.83dz	0.29	500	11.16	..
after shave lotion					RALGEX (430 Eucryl)	3.38dz	0.94dz	0.49 •	TOLOCHROME (818 M&B)	25 g	3.96dz
brushless	3114	4.34dz	1.90dz	0.72 a	aerosol	2.64dz	0.79dz	0.36 a	TONI (1242 Toni)		0.49½a
travel pack	3119	4.64dz	2.04dz	0.77	stick	2.01dz	0.605dz	0.27	spin curlers		
body shampoo	4101			d	RAMER (1026 RC)				regular, midget (12)	1.71dz	0.49dz
Cologne	3124	5.20dz	2.28dz	0.86 a	(distributors 261 Christy)				Sofspin (9)	2.26	0.65
deodorant aerosol	3120	7.76dz	3.40dz	1.28	sponges				(1½ dz)	(1½ dz)	0.24
stick	3151	3.06dz	1.34dz	0.51	baby	0.80dz	0.24dz	0.12 i	TRUFORD (1249 Truford)		
hairdressing aerosol	3148	3.94dz	1.73dz	0.65	bath	2.47dz	0.74dz	0.37 c	junior foods	jar	0.77dz
hair cream	4172	3.75dz	1.65dz	0.62	cosmetic	0.33dz	0.10dz	0.05 i	Spoonfoods	jar	0.53dz
smooth shave	3139	3.13dz	1.37dz	0.52	junior	1.12dz	0.34dz	0.17	toddler meals	1.06dz	..
talcum	3154	3.73dz	1.09dz	0.57	toilet	1.74dz	0.52dz	0.26 c	TRUGEL (893 Nicholas)		0.11
OMNIPED (656 IFA)	3141	3.75dz	1.65dz	0.62	toy	1.20dz	0.36dz	0.18 i	hair dressing	tube	1.505dz
foot cushions	pair	8.16dz	..	0.98 a	oval			d	economy	2.47dz	1.03dz
renewal bands	1.85dz	..	0.22		RENNIE (893 Nicholas)				ULCEAL (896 NL)	16 ml	0.27
health sandals					tablets	25	1.65	0.46	VALLEDRIE (971 PSMB)	125 ml	0.17
Capri	pair	2.44	0.27	3.75		50	2.85dz	0.41dz	linctus	21	2.08
Grace	pair	3.00	0.34	4.65	RESPATON (657 IL)				VICTORY V (116 BFS)		
Sorrento	pair	2.44	0.27	3.75	antismoking lozenges	48	0.7166	0.215	(distributors 261 Christy)		
health sandals	..	..	..	3.40 d	REVLO (1052 Revlon)				gums and lozenges	5 lb	1.45
ORBITOL (818 M&B)					skin relief moisture lotion	..	..	0.95 •	menthol and eucalyptus		
250 ml	2.40dz	..	0.30 i		RIGHT GUARD (514 Gillette)				pastilles	0.48dz	..
4½ l	1.25	..	1.87½a		roll-on			d	VISCLAIR (1143 SPL)		
22½ l	5.65	..	8.47½		refill			d	aerosol	6	1.76
PADDI (1073 Robinson)					SALAZOPYRIN (1497 PGBL)				tablets	100	2.34
pads	10	3.641	..	0.13 a	(distributors 1556 Farillon)				VISCLAIR S (1143 SPL)	15 ml	0.47
	(3 dz)				suppositories	10	1.01	1.52 †s4Ba	WELLCOME (208 BW)		
	30	3.348dz	..	0.36	SAQUADIL (971 PSMB)				spray	15 ml	0.47
pleats	..	3.744	..	0.13½	8 oz	..	..	0.65	louping ill vaccine		
	(3 dz)				35 oz	..	..	2.40	(Moredu type)		
roll	..	3.60	..	0.13	1 gal	..	..	6.75		20 ml	4.50
	(3 dz)				SCHOLL'S (1108 SMC)						6.00
cotton wool balls					foot deodorant	2.78dz	0.834dz	0.41 r	AMENDMENTS TO KEY TO SUPPLIERS		
coloured				d	anti-perspirant	2.78dz	0.834dz	0.41	67 Ashe	= Ashe Laboratories Ltd,	
PANTENE (261 Christy)					foot spray	2.78dz	0.834dz	0.41		Ashetree Works, Kingston	
oily and non oily	2.65dz	1.19dz	0.43 r		handbag	1.59dz	0.477dz	0.24		Road, Leatherhead, Surrey	
hair vitaliser	1.53dz	0.69dz	0.25 i		SERADIX (818 M&B)					Leatherhead 76151.	
PARABAL (1143 SPL)				a	B powder	No 1	1.68dz	..	76 Atkinson	= J & F Atkinson Ltd, 26	
tablets	100	0.58	..	0.87 †s1s4A	No 2	1.68dz	..	0.21		Conduit Street, London	
PENITRIAD (971 PSMB) entire entry				d	No 3	1.68dz	..	0.21		W1R 9TA. 01-493 0307	
Pentamidine isethionate (971 PSMB)					L 15	10 gm	4.00	..	1351 WLU	= Wright, Layman & Umney	
ampoules 200 mg	10	0.60	..	0.90 c	SILM (818 M&B)	113 ml	0.40	..		(Sales) Ltd, 43 Clapham Road,	
Pentobarbitone sodium (971 PSMB)					11	2.35	..	3.52½i		London S.W.9. 01-735 2801	
capsules 100 mg	500	2.32	..	3.48 †s1s4A	SKIN DEW (596 HR)						
					emollient cleanser	340 cc	..	1.65 •			

Classified Advertisements

**Situations Vacant? Business Opportunities?
Trade Services? Wanted? For Sale?**

Chemist & Druggist can save you money for ads like these (an inch in C & D costs only £4.50).
Chemist & Druggist dominates in retail pharmacy, in the wholesale trade and in manufacturing.
Chemist & Druggist gets results because it isn't given away. More than 13,000 people pay to read C & D each week

Chemist & Druggist wants to help. Put it to the test by posting us your next ad, or by telephoning us on 01-353 3212.

Display

£4.50 per single column inch, minimum 1 inch

(1 x 1½ ins). ¼ page (4½ x 3½ ins) £40.

½ page (4½ x 7 ins) or (9 x 3½ ins) £70.

Whole page (9½ x 7 ins) £120

Lineage

£0.35 per line, min. 5 lines at £1.75

Box numbers

£0.25 extra

Screen 100

Headings all advertisements appear
under appropriate headings

Series Discounts

5% discount on 3 insertions or over

15% discount on 13 insertions and over

ORDER FORM

COPY DATE 4 pm Tuesday prior to publication date.

Advertisements should be prepaid.

CIRCULATION A.B.C. July/Dec., 1970, 15,879

NUMBER OF INSERTIONS

LINEAGE OR DISPLAY

IF BOX NO. REQUIRED: YES/NO

POST TO: Classified Advertisements,
Chemist and Druggist,
Bouverie House,
154 Fleet Street,
London EC4A 2DL.
Telephone: 01-353 3212.

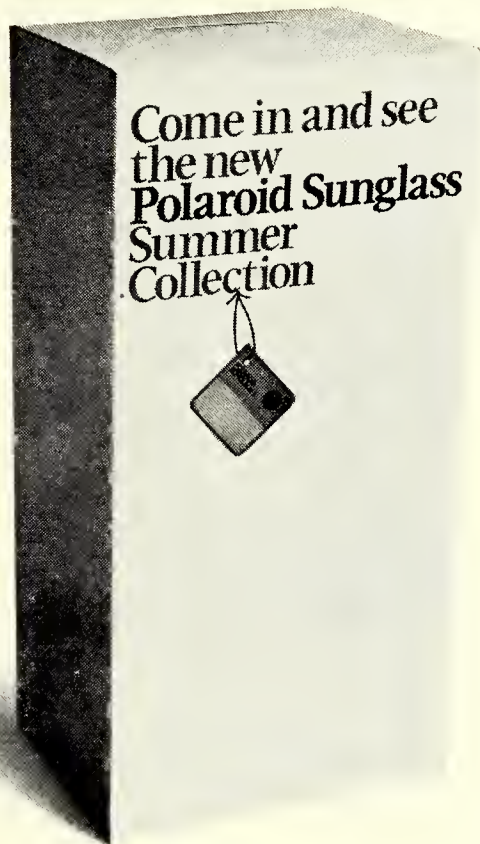
HEADING

				5
				10
				15
				20
				25
				30
				35

NAME:

ADDRESS:

TEL:



The deal.

In 1971 we introduced a lot of new styles into the Polaroid sunglass collection.

And our sales figures began to look a bit different too.

In fact, by the end of the year, sales were 32% ahead of target.

With this in mind, we present our 1972 Summer Collection.

As you can see, there are ten new models. And you can order them as a pack of twenty. (One of every colour variation plus two extra 4209s and one extra 4226).

With the pack comes this free window display box. Together they should be just in time to catch your customers before the sun does.

What's in it for you?

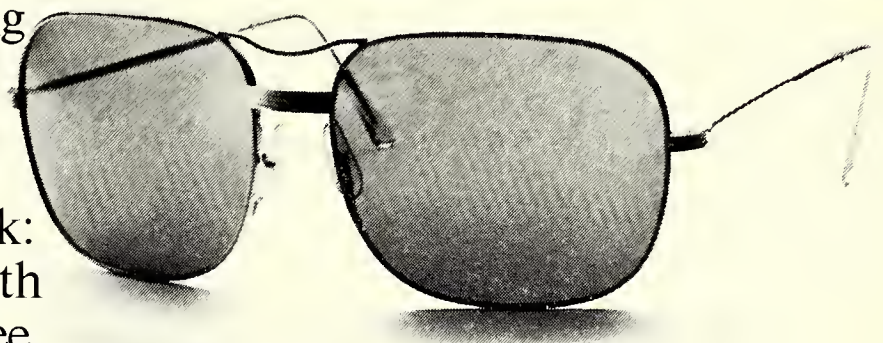
Apart from giving you a mid-season sales boost, the Summer Collection pack has another perk:

Model 3206, worth £3. Which comes free when you order the pack of twenty sunglasses.

And that's the least you can do.

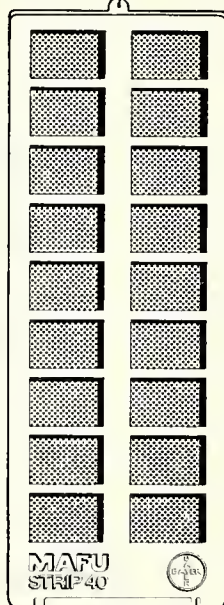
If present sales figures are anything to go by.

Polaroid Sunglasses.



MAFU[®]

THE 4 MONTH FLYKILLER



**MAKES
PROFIT
FOR YOU**
DAY
after
DAY
after
DAY

**WITH DAY-AFTER-DAY ADVERTISING
IN DAILY EXPRESS, DAILY MAIL,
DAILY MIRROR, SUNDAY EXPRESS,
SUNDAY MIRROR, WOMAN,
WOMAN'S WEEKLY**

Every day of the week—for 8 great weeks—MAFU advertising goes on. Right through the peak flykilling period. Just when you need a peak-selling line! MAFU—the flykiller that goes on and on killing flies (and other insects) for 4 whole months. It's automatic. It's clean. And it's complete in neat plastic holder ready to hang or stand.



MAFU STRIP 40
85p (rsp) for average rooms
MAFU STRIP 10
43p (rsp) for small rooms,
wardrobes and caravans

ORDER NOW FROM

**Gerhardt Pharmaceuticals
Limited**

**Thornton Laboratories
Purley Way
Croydon CR9 3BE**

OR YOUR WHOLESALE

FREE CUFF-LINKS OFFER!!
Send your order NOW to Gerhardt Pharmaceuticals Ltd for 2 or more cases either size @ £6.10 per case less GP's normal quantity discounts (retail value £8.50) and we will send you by return a presentation box containing one pair of stylish cuff-links value £1.75.
LIMITED TO ONE PAIR PER CUSTOMER.

MAFU[®] THE 4 MONTH FLYKILLER HAS PROVED IT MAKES PROFIT

COMMENT

Public warning

From the public viewpoint it has been a bad fortnight for "drugs". Following closely on the heels of Government action to restrict the use of hexachlorophane, comes a "scare" concerning the teratogenicity of imipramine. There have been three inquests in which overdosage with paracetamol was involved, and the latest blow comes with the discovery of alleged contamination in a batch of intravenous glucose, following the deaths of patients who had had major surgery.

One thing is common to these episodes. All the "drugs" concerned have been in widespread use for many years and are regarded—so far as any drug can be—as safe within the limits of their recommended applications.

Unavoidable hazard

Such occurrences are an unavoidable hazard of the use of drugs, as the professions well know, but they do serve as useful warnings to the public. This applies particularly when the compounds involved are as well known as paracetamol and a baby-care antiseptic. The report of the Pharmaceutical Society's Council meeting (p 359), records the events that followed the Secretary of State's statement on hexachlorophane, and it is significant that within a few minutes of the statement being made to the House of Commons, the national Press was seeking the profession's view from the Society.

Council members were somewhat divided on the question of withdrawal of hexachlorophane products from pharmacy shelves—since some would still be on offer in the supermarkets—but we would agree with the view expressed by Mr Balmford that the profession put itself in a very good light by such action.

The climate created by these episodes is one in which

the pharmacist's advice is more likely to be sought by the public and more readily accepted. That must be to the public's—and the profession's—advantage.

Time for that refit?

There are, of course, many factors contributing to any successful business but a prerequisite must, surely, be having attractive premises—inside and out.

By now it is an established axiom that increased business normally follows modernisation. Yet there are many pharmacies not reaping their full potential, which are "ripe" for the shopfitter.

In this issue (p 356) a Salford pharmacist tells how, by means of carefully planning his pharmacy in a new shopping centre he has managed to hold off the challenge of two multiples which set up in business after him. Elsewhere, a pharmacist in Surrey (p 349) altered his premises and had to take on extra assistance to meet the improved turnover.

"The modern marketing methods with the self-selection layout . . . invite customers into the shop and exploit the impulse sale. Modern shop fronts like modern cars and furniture are designed to be functional and attractive," one shopfitter points out. But then it is no use turning over more stock if a watchful eye is not kept on the dishonest shopper or even assistant. For this there are new as well as tried methods of deterrents some of which are described on p 350.

To those who are thinking of making a change we would suggest that delay will be economically damaging.

Not only will prospective customers be lured to the bright modern shop (and thus away from the less attractive one), in the meantime, quotations for modernisation are likely to become more expensive.

Do . . . Do . . . Do You Remember?

The title is apt but what follows has nothing to do with the BBC television programme bearing the same name.

The events described here took place many years before television was thought of, yet some pharmacists in practice and others retired will have no difficulty in vouching for their accuracy.

The account was motivated by the fact that Mr A. P. Wallace, MPS, celebrates his 100th birthday on March 17 (see p 330) and the events are recalled by his last indentured apprentice, Mr Walter C. D. Bain, MPS. Mr Bain says:

I met Mr Wallace in my early teens as an apprentice and he made a lasting impression on me with his morning coat, striped trousers, hard collar and silk tie. He resembled Mr Pickwick—portly, benevolent, always beaming and smiling with his spectacles well down his nose and always peering over them with a quizzical look. His sense of humour was great and in him I recognised a kindred

soul. He must have trained a very large number of pharmacists, as the staff consisted of himself, a manager, four apprentices and a message girl.

A thorough training was given in all aspects of pharmacy, all galenicals and dispensing solutions; all powders and pills were made on the premises. I can still recall cleaning the iron wire with emery paper prior to making syr ferri phos.

All his house specialities were made on the premises, the formulas for them were in a large book, its scope was wide and ranging covering harness blacking, lambing oil, ink for the stamp pad and ink for the prescription book, fish preservatives and a vast range of toilet, dental and medicinal preparations. We only bought what we could not make.

Stock keeping, stock control, merchandising, business methods and their application was part of our curriculum. So thoroughly were we trained, that after

apprenticeship and qualification studies we were equipped to work anywhere.

I can still see the straw bee hive, the centre piece of a window display, for his Melvin honey wine, the TV jingle he also used:—

"How doth the busy busy bee
Contrive to spend his time
He gathers honey all day long
For Melvin honey wine."

These were halcyon days when elderly (well, elderly to me) representatives called about the end of August for the winter order and then some weeks later from London via the London boat we would get about 12 hampers of assorted drugs. These supplies, plus sugar, spirit, water and his expertise transmitted to the staff were his logistic to carry us over the winter.

He was a capable and efficient business man and a shrewd investor, but he had an Achilles Heel, he could not resist a bargain especially in toilet soap.

*Not only the sick,
absent minded and the stressed
shoplift,*



but also professionals.

*We at Maclanne are professionals too,
in producing anti-shoplifting equipment.*

*The total losses through instore thefts
in 1971 were equal to the total of
new investment in the retail trade.*

We can help!

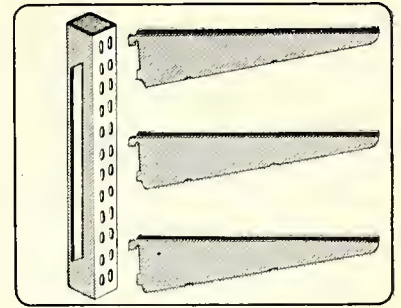
*Maclanne has the most
comprehensive range of anti-shoplifting
equipment in the world.*

We are specialists!

*Write or telephone to
Maclanne Security Associates Ltd.,
51, Lambs Conduit St.,
London WC1N 3NB.
Tel No. 405 9691/2/3*

SHOPFITTING

Pharmacist's own ideas used in shop design



When Mr Alex Forbes moved into the pharmacy which now bears his name at 133 Hersham Road, Walton-on-Thames, Surrey, two years ago he decided to have the premises modernised throughout as soon as possible.

However, before committing himself to a particular style of equipment he gave much thought to what he wanted and having decided, took the details to Counterpoint Store Equipment Ltd, Harwood Road, Littlehampton, Sussex. They incorporated those ideas in the plans with the result that the pharmacy, work on which was recently completed, now expresses the individuality of the owner.

The original shopfront took up a good deal of space with its deep entrance and boxed-in display windows. A new shopfront which has a centrally positioned entrance surrounded by fully glazed window areas giving a clear view of the interior, eliminates this wastage. The fascia above has blue letters on a white Perspex background.

Inside, along the left-hand wall there are three service counters one of which has a special till stand. All have glazed tops for manufacturers' merchandisers and have white laminated fronts and sapele veneer trims.

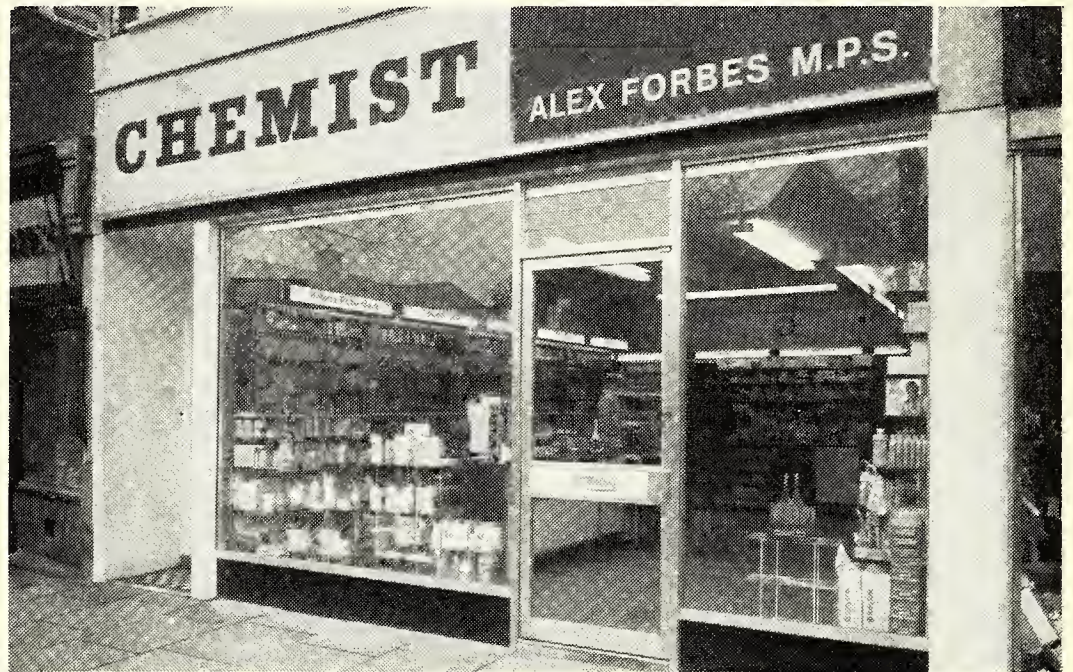
Behind the counters is an impressive run of five aligned glazed cabinets incorporated in the Counterpoint wall units which display a variety of perfumes and make-up preparations. Below the cabinets are open shelves, and at the base, stock drawer units and cupboards alternate.

A recess on the left-hand side is utilised to display surgical goods on open shelving.

On the right, extending as far as the dispensary at the rear are wall fittings with open shelves used to display toiletries, baby, hair, dental and health products.

At the rear of the pharmacy counters with glazed tops and a till attachment front a row of wall units used to display camera equipment and "ethical" medicines. To the right an opening leading to the dispensary is lined in sapele veneer to match the finish to the fittings. A small white and black hinged gate forms a deterrent to children and over inquisitive customers without inconveniencing staff going to and fro, besides enabling dispensary staff to keep an eye on the sales area in case extra assistance is required.

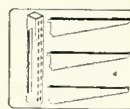
The dispensary, also equipped by Counterpoint, has a working surface with easy to reach built-in bottle storage shelves and drawers, a sink unit, multiple shelves, small container units and cupboards. The rest of the dispensary area is furnished with open stock shelves.



Above: the shopfront of Alex Forbes' new pharmacy at Walton-on-Thames. Below: the spacious and well-equipped dispensary. Bottom: general view looking towards the dispensary



Measures to curb loss through pilferage



In the last annual report of the Chemists Mutual Insurance Co Ltd it was stated that claims for theft insurance increased substantially over the year and that premiums in respect of shop insurance had been wholly absorbed by shop claims.

The account, however, was balanced by members heeding the advice of CMI to review the security of their premises. But for the extra precautions taken by members, CMI would have had to increase the premiums.

With more goods being displayed on a self-service basis the temptation for shoplifting has increased—sometimes to alarming proportions. It seems, however, that by employing certain devices and letting the customers know that these are in use, the incidence of theft can be substantially cut down.

This was found by shopkeepers in the Bristol central shopping area following the organisation of an anti-shoplifting project by the city police and the Bristol chamber of commerce (*C&D*, January 22, page 99).

Taking part in that experiment was Maclanne Security Associates, 51 Lambs Conduit Street, London WC1N 3NB, a company specialising in all kinds of anti-shoplifting devices. The equipment they utilised in the experiment ranged from a comprehensive installation of closed circuit television (CCTV) in a large store to two dummy cameras in a small boutique.

While CCTV will not wipe out shoplifting entirely Maclanne Security Associates believe that under certain applications it is without doubt the best system for deterring crime in the larger shops.

The visual impact of a CCTV system within a shopping area is tremendous: psychologically, it gives the potential shoplifter that horrible feeling that "big brother" is watching him.

Its installation has certain advantages not related to security; it enhances critical study of point of sale displays. It allows "traffic" studies, and quality control tests to be carried out more efficiently.

A Securiseek CCTV system can be leased, under a three-year plan, for as little as £3.60 a month from the company.

A development of this is the Miniseek CCTV system which enables the operator not only to observe the potential thief, but also to listen to him.

The Miniseek system comprises a camera and monitor, with a built-in two way audio unit. Because of this additional capability, its applications are a good deal wider than standard CCTV systems.

As regards in-store security the knowledge that a hidden camera may be watching them should reduce pilferage by the dishonest employee.

The now well-known Scan satellite module is available from several special-

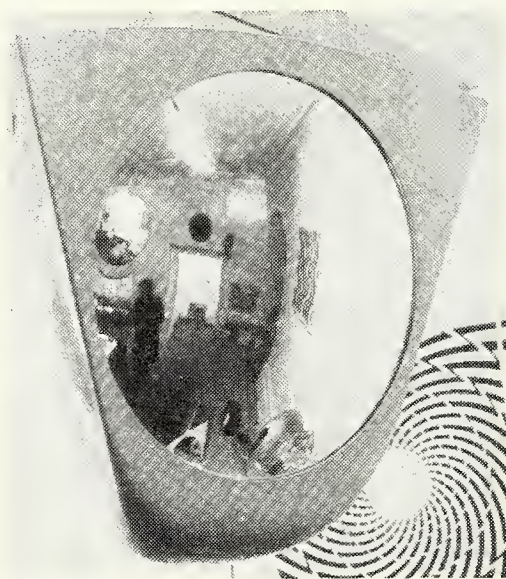
ised companies. The Maclanne Scan is available with six lens apertures and is offered in a selection of colours, specifically designed to blend with any colour scheme and interior.

Anyone involved in the retail market, whatever their sector, is aware of the necessity of point-of-sale equipment and its applications. The major problem facing security experts has been successfully to combine such sales with good security.

Securishow by Maclanne Security Associates, comprises a mushroom-shaped display unit with a clear Perspex dome mounted on the "stalk". Access to the articles on show is afforded only by the lifting of the entire perspex housing—quite a conspicuous operation.

The system can be fitted with either an alarm or locks if required. Securishow can be fitted with motorised, raised columns, it is available in almost any interior covering, and can also be illuminated. The units are available with a diameter of either 24 or 36in—an 18in counter model is also available.

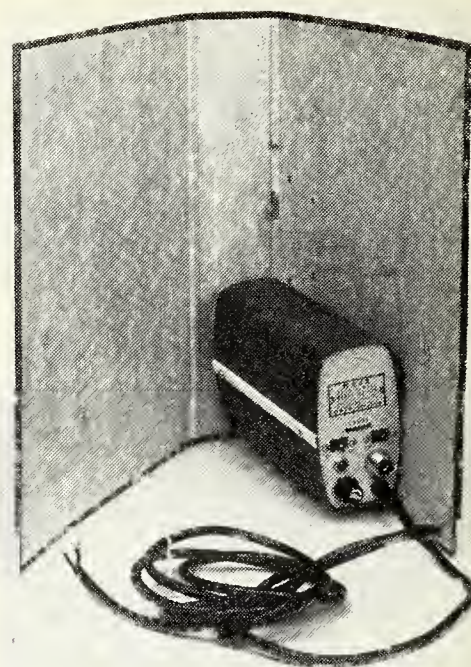
As an addition or alternative to CCTV, a system of mirrors can be employed. Maclanne's Rotavu (pictured below) is an inverted pyramid with a 24-in convex mirror set in each face. The pyramid unit



rotates at two rpm, and enables the viewer to survey more than three quarters of the area to be covered.

The convex mirror is probably the best known and most employed security device in the retail sector. The reasons for this are simple; in many cases a well-sited mirror will offer all the area surveillance required, and secondly they are the cheapest form of anti-retail crime device on the market.

Maclanne Security Associates have developed a universal mounting system which gives greater strength of installation, and almost infinite variability in the



Maclanne's Securiseek

positioning of their Securivu mirror unit. An addition to the Volumatic range of two-way "see through" observation mirrors has been introduced by the Volumatic Co, Taurus House, Kingfield Road, Coventry.

Called the Volumatic Stripview observation mirror, the new mirror has clear glass on the observation side and a venetian silverstrip finish on the outer surface. This is designed to be recognisable as an observation mirror and thus has a powerful deterrent effect.

With this latest addition, the Volumatic Company now offers two basic types of observation mirror—the new Stripview and the existing Clearview two-way mirror, which has a reflective surface indistinguishable from an ordinary mirror on one side and clear glass on the observation side for undetected viewing.

The mirrors are simple to install and can be fitted in walls or doors or at special security points in stores. They can be used individually or in conjunction with Volumatic convex surveillance mirrors.

Two standard sizes are available: 24 x 18in and 24 x 30in for both types of mirror and cost £15.50 and £24.50 respectively. Non standard sizes are available to special order at about £5.50 per sq ft.

Security drawer units

An optional security feature of the steel drawer units produced by Welconstruct of Birmingham is a triple locking system which only allows drawer access by three separate keys.

The series of drawer units in the Telford range provides 120 different cabinets all of which can be supplied with double doors if required. Standard units are 3ft high and 3ft wide and between 6 and 24in deep according to type. Units up to 6ft high can be supplied at extra cost. The finish is stove enamelled grey or green. All drawers have a chromium plated drawer pull and cardholder and can be fitted with dividers if required (Welconstruct Co Ltd, Birmingham B1 3QB).

Showrax takes very good care of your future with successful Eureka!

Thousands of retailers everywhere tell us that Eureka is Britain's best instore display system. They have proved it a winner.

To help you judge for yourself use the coupon and we'll put you on the road to success.

Just for the record Eureka is beautifully designed, ruggedly constructed from the best materials and finished in a choice of nine colours to delight the eye and individualize your display.

Installing the slot-together components is rapid and the complete system

provides you with the finest merchandising tools available—anywhere.

Tools for your particular trade. Everything to achieve maximum impact.

We have a countrywide planning service and expert Instore Consultants can advise you, without obligation, on the advantages of going Eureka!

And spin a little extra profit with Karu-Sell, the rotary display unit for winning sales.

Take a progressive step. Use the coupon, now. Enjoy success.

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Photograph by courtesy of St. Clair Sampson Ltd.



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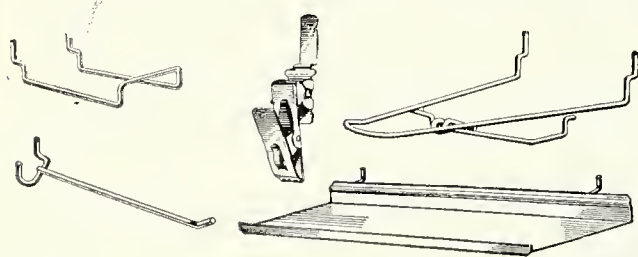
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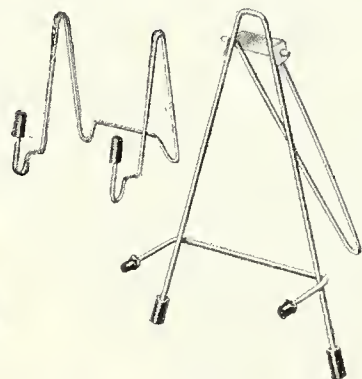
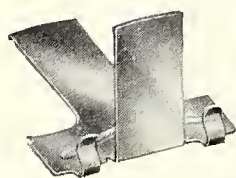


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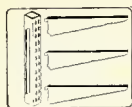
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Shopfitting Round-up



DISPLAY UNITS

Showrax have recently commenced a forceful marketing programme of a merchandising unit in the field of rotary display systems. It is called Karu-Sell and their current advertising describes it as a "money-spinner".

Karu-Sell is completely free-standing, mobile and rotary. The mobility can be effectively used in that the unit can be positioned in the larger retail operation to control shopper flow, yet still encourage customers to purchase at that point and, of course, in most shops it can be moved around relative to weekly or seasonal trading patterns.

The rotary facility is not, of course, a new idea but is one which has not until now, been fully exploited. There have been rotary stands and moving turntables for many years past but these have been used mainly for display only. Karu-Sell extends the idea to its logical conclusion by developing the rotary principle to encourage impulse purchasing on a self-selection basis but at the same time, retains the attractiveness of a display system which is eye-catching. Movement is brought into what is invariably a static display area. At the same time it strongly encourages customer involvement which is surely impulse purchasing at its best and most profitable.

A number of ancillary components are available. For instance, there are 3 and 5in glass risers for the shelf perimeter which can also be used to create binning. All shelves can be positioned independently at 1½in intervals anywhere on the centre column and can also be indexed downwards. Obviously, with the shelves in the sloping-down attitude, some form

of retainer is required. These are in the shape of a 4in high chrome grill; or a 6in high grill with dividers which provide for dump or tumbled merchandise.

A price ticket rail has just been developed and the makers say "there are other exciting applications in the melting-pot".

It is understood that a unit of smaller dimensions (33in in diameter) is already available and a complete set of the ancillaries will soon be available offering the same benefits as for the already successful standard unit. The unit illustrated has five tiers and shows no fewer than 1,094 items of merchandise relevant to the retail pharmacy.

The makers, will quote, by telephone if need be, for the stands together with the components (Showrax Ltd, Tower Works, Northfleet, Kent).

Main features claimed for the Berg motion showcase are: Pilfer proof; displays a large amount of items in only 6sq ft; items get top view display; brilliant trouble free neon light which does not generate heat; choice of casters or leveler legs available; choice of 4 wood finishes; and operates with a simple plug in. Cash price £209 includes delivery, leasing and hire purchase terms are available (Distributor: Samuel M. Steel, 2 Laurel Grove, Galashiels, Selkirkshire).



A Berg motion showcase in the pharmacy of Mr N. G. Connell, Huntly, Aberdeenshire

SHOPFRONTS

To the passing public the first impression of any shop and in particular, any pharmacy, is invariably the shopfront. Once inside, of course, the quality of the goods and services speak for themselves, but from the street the smartness of the interior, the large investment in stock, is often obscured from view by a shopfront designed for a different era in retailing.

All too often the private retailer accepts the limitation of an old-fashioned shopfronts and for the most part leaves new shopfronts to the multiples, who long ago learnt that a new shopfront attracts new customers—other people's customers.

Shop rentals today no longer bear any relationship to those of 20 years ago and

modern marketing methods with the self-selection layouts are designed to invite customers into their shop and exploit the impulse sale rather than restrict the customers' view to a window display. Modern shopfronts, like modern cars and furniture, are designed to be functional and attractive. Illuminated signs and the skilful use of colour are designed to attract the customer's eye to the shop, but the shopfront itself should essentially have clean uncluttered lines to give prominence to the shop interior and goods on display—not to the shopfront itself.

New materials used in shopfront construction provide more durable maintenance-free finishes and the foremost material in use today is undoubtedly anodised aluminium which lends itself to factory prefabrication of the entire shopfront, thus allowing most average shopfront installations to be completed in two or three days with little disturbance to normal trading.

One company which specialises in aluminium shopfront construction is Unit Shopfronts Ltd. This company has a range of over 600 standard shopfront designs and their sales consultants are trained to give an immediate firm contract price for the complete installation, at their first interview with the customer.

Mr C. Varley, managing director, states current production of Unit Shopfronts exceeds 400 units per year, of which approximately two-thirds are installed on finance terms with repayments ranging from one to five years. He adds: "Our market research has established that new shopfronts really do attract more business and therefore the finance plan is designed to allow the total shopfront investment to be repaid from the increased profits". To ensure that this market research is kept up to date the company offers an additional year's guarantee to any customer who agrees to participate in their market research programme by giving details of their turnover increases in the first six months following installation (Unit Shopfronts Ltd, 9 Aintree Road, Perivale, Greenford, Middlesex).

LIGHTING

Decorative finishes have been introduced recently by Philips lighting division to their Finesse range of fluorescent fittings for individual or continuous mounting. The new extended range comprises fittings with two-tone and clear prismatic controllers and a de luxe alternative with aluminium attachments.

Finesse has been designed to combine maximum efficiency with streamlined design and fittings house twin fluorescent lamps in ratings of 4ft 40W, 5ft 65W, 6ft 85W, or 8ft 85W.

In its new form it is an ideal alternative to the recessed fittings in that it has a shallow depth of only 89mm (or, with aluminium frame with opal dish, 103mm) between the bottoms of the fitting and the ceiling. The makers claim that the design allows for easy installation and maintenance.

Continued on page 354



Continued from page 353

The fitting, with clear prismatic controller, is supplied with grooved end caps as standard but rectangular end plates are available as optional extras.

The Finesse fittings with aluminium attachments are designed for individual mounting in a setting where attractive appearance is of prime importance.

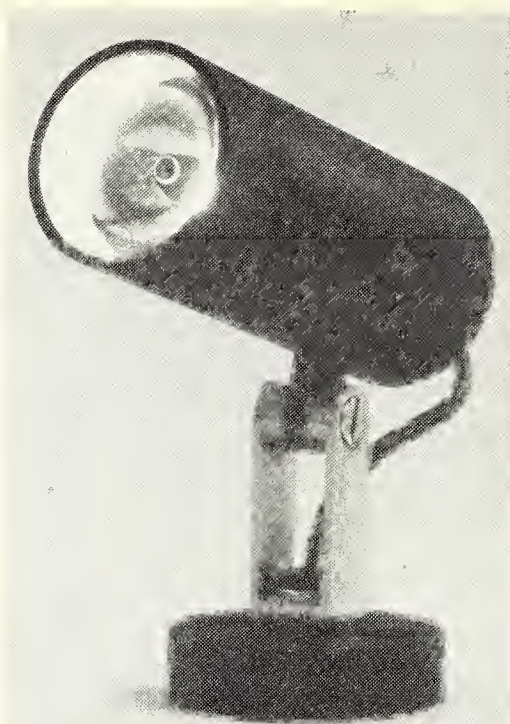
The company's new range of Streamlite Popular prismatic controllers cater for both one-lamp and two-lamp battens. There are two types of the controller: one 97mm wide for the use on one-lamp Streamlite battens, and the other 160mm wide for use on either one-lamp or two-lamp Streamlite battens. Both types of controller are available in lengths of 1,500mm 1,800mm and 2,400mm.

The controllers are a one-piece extruded body of rectangular sections having internal linear prisms formed on the sides; the base has regular well-defined prismatic impressions of pyramid form on the outside surface.

The end caps are the same type as those currently offered on the DF range of Streamlite Opal Diffusers, and the same choice of self-adhesive infill plates is also available for use with the new controller (Philips lighting division, City House, 420 London Road, Croydon CR0 2SW).

Among 12 products selected for the consumer goods section of the 1972 Council of Industrial Design Awards announced recently is Thorn's spotlight lamp DTLV 20 (from £9.60).

The DTLV 20 is a small, slim, cylindrical spotlight with integral transformer which has all working parts neatly fitted inside the housing. It is available with a ceiling plate or on a track adaptor, is fully adjustable in direction, and produces a high density pencil beam of white or coloured light to emphasise, for example, a single object in a display. The fitting is 6½in long, 2½in in diameter and weighs 2lb. Its outstanding feature is the minute tungsten halogen light source which is housed in a compact black cylinder. Reflectors are available plain or in red, green, amber or blue to give coloured beams of light (Thorn Lighting Ltd, London WC2).



Thorn's award-winning spotlight

FITTINGS

Choosing shelving for a new shop or for modernising existing premises can involve the pharmacist in a welter of competitive systems, making it difficult to select the most effective and most economic. Standardisation provides the way out—choosing a system which is equally at home in shop, dispensary and store room.

One such system is Spur adjustable shelving, the first proprietary system to be introduced into the UK, and now extended to include free-standing single- and double-sided units as well as wall-mounted shelving; attractive enough for shop-floor displays, and strong enough for heavily-loaded storage shelving.

The system comprises basic components of slotted uprights, single-sided for wall-mounting and double sided for gondola construction, and cantilever brackets which slot into the uprights at any required spacing to support shelves of steel, timber, chipboard, glass or any other standard shelving materials (Savage and Parsons Ltd, Watford, Herts).

New from Dexion is an adjustable shelf clip. Fitting is straightforward, the clip locks behind the slotted angle upright in two places while the shelf is held positively in position. It is claimed that the clips can cut installation times by 50 per cent compared with a similar bolted structure.

Rack heights of up to 7ft can be constructed with loadings of 350lb per shelf (Dexion Ltd, PO Box 7, Empire Way, Wembley, Middlesex).

A chain of drug stores mainly in the South London area recently had its thirteenth store modernised by Shop Refits Ltd, a member of the Eustace Group.

Shop Refits have been responsible for the total planning operation in each case. This includes dealing with local councils with reference to the Town and Country Planning Act and sorting out building problems when necessary. The two stores most recently completed are twice the size of former stores, approximately 3,500 sq ft. Terrazzo flooring has been introduced and Shop Refits have adapted current units to fit in with the owner's detailed specifications. They have also installed electrical equipment, false ceilings, lighting and flooring (Eustace & Partners Ltd, Alliance Works, Western Avenue, London W3).

A varied selection of fittings for displays on peg boards, easel and card stands are sold by M. Myers & Son Ltd, Oldbury, Warley, Worcs. Lists are available.

Nordia claim a number of significant advantages for their newest range of retailing equipment, Nordia 90, perhaps the most important of which is that the customer sees only goods on sale, unobstructed by woodwork or metalwork.

Those parts of the shopfittings that are on view are there "to blend with the overall decor, creating an infinitely variable atmosphere".

Another claim is ease of erection of the fittings, only three tools—a screwdriver, a mallet, and a ruler—being needed to set up a 40,000sq ft installation (William Mason & Son Ltd, Gelderd Road, Leeds LS12 6JD).

IS

Pilfering

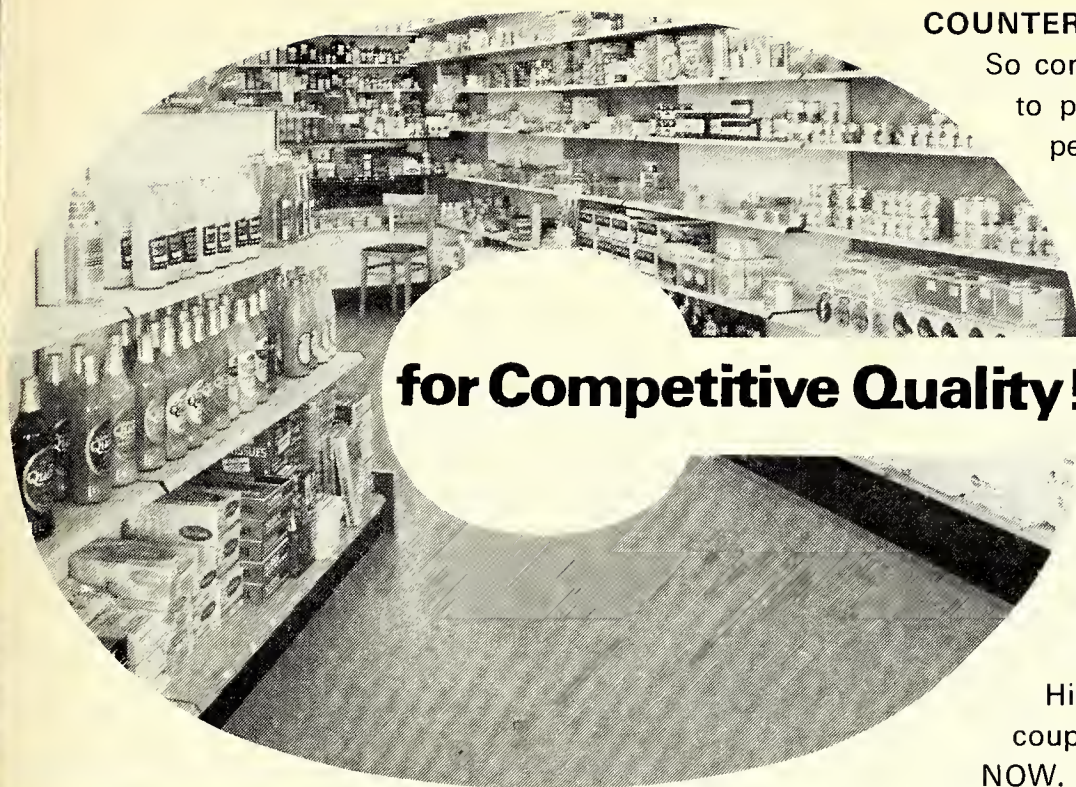
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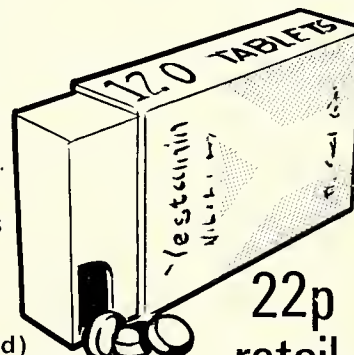
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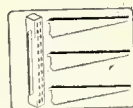
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retail**

Salford independent holds his own against multiples



Above: a general view of the Mayfair Chemists pharmacy in Salford illustrates the air of spaciousness achieved. Security and supervision are aided by the two convex mirrors at the front of the shop. Below: the medicines counter with the entrance to the dispensary shown behind it. On the left of the picture is the "men's bar"—a feature of this modern pharmacy



One of the first pharmacies to be equipped with the Nordia 90 range of shopfittings is in Salford's new City Shopping Centre where two large multiple chemists also have premises.

And how is the private pharmacy of Mayfair Chemists (Salford) Ltd—they are associated with two other pharmacies in the Manchester area at Hyde and Chadderton—faring against the multiples? "We are holding our own and getting the business we projected".

The pharmacy opened last August. The multiples started up three months later, causing Mayfair's turnover to dip before it rose again with the Christmas boost. Now, as a more normal business pattern takes shape, turnover is still building up.

Mayfair Chemists (Salford) Ltd selected Nordia 90 equipment after inspecting the complete range at Nordia's headquarters in Leeds. They were impressed by the flexibility of the design, the units lending themselves to displaying all the various sections they wanted.

The free-standing units, whether for walls or for island units, are assembled with parts that can be added as required.

The 36ft x 40ft pharmacy occupies a corner site in the large shopping centre which has some 120 units. The windows on three sides seemed a boon at first, until it was realised just how much effort was needed from the staff to keep them presentable.

Open-plan success

Now they may seek to reduce the window area, says the manager, Mr Barry Smith, who is also superintendent pharmacist of Mayfair Chemists (Salford) Ltd. Mr Smith runs the pharmacy with four women assistants, three of whom have been used to modernised premises and an open-plan layout. He maintains that they are all happy with the fittings because they look well, are functional for customers, and facilitate easy control.

The shop has sections for cosmetics, baby care, medicines, hair care, household goods, a men's bar, and a reception point for the dispensary. There are three islands, each made up of 15ft gondolas for deodorants, ladies' toiletries, diabetic lines, and slimming products, etc.

Nordia claim that their new equipment allows a standard of design and decor previously available only with large and expensive installations. There is a wide choice of backings to the shelves which are of varying widths and angles, different drawers and a host of accessories for binning and display.

At the Salford pharmacy the wood-finish counters blend with the panelling between units and ceilings. The vinyl floor tiles are blue, with an occasional grey and orange. Banks of lights are set on track lines, and those in the windows are backed by spotlights and fluorescent tubes.

Nordia 90 equipment, details of which were released only recently, can be seen at the company's showrooms in Raebarn House, Northolt Road, South Harrow, Middlesex, or at the headquarters of William Mason & Son Ltd, Gelderd Road, Leeds.

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PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Society joins BSI study on child-resistant containers

The British Standards Institution is to set up a specialist technical committee to study "methods of test for child-resistant containers". The committee will meet for the first time on March 29, under the chairmanship of Mr S. C. Jolly, acting director of the Pharmaceutical Society's Department of Pharmaceutical Sciences.

The move to set up the committee was made on February 24, it was reported to the Pharmaceutical Society's Council last week. A meeting had been held at the request of the Department of Health and the Society, at which the problem had been discussed of establishing acceptance criteria for containers and other kinds of packaging designed to reduce the risk of children opening them, while still providing easy access by adults and, particularly, by the elderly.

It was pointed out that whilst a measure of control of container design, particularly of the rigid container with closure, would be a very useful contribution to safety, other aspects of the problem of reducing the incidence of this kind of accident, such as safe storage away from children, were also important. It was also recognised that specification of detailed design in a British Standard would be an undesirable restriction of development at present, as various degrees of safety could be achieved in a multiplicity of ways. The subject could best be covered, in the longer term, by laying down, in the Standard, principles of safe design for different kinds of packages, eg, plastic laminate flat packs, rigid screw-top containers, etc. Methods of test could be devised for those containers meeting the design criteria and acceptance levels laid down for each type.

In the meantime, however, a speedier means of assessing designs would be to have samples tested *en masse* by panels of children and adults, using a specific controlled procedure with levels of acceptability.

The BSI technical committee will be composed only of those directly concerned in the problem, and will produce a draft standard for development. This would recommend methods and procedures to be applied in practice, over a reasonable period of trial, by the Department of Health and the industry, from which could arise a future British Standard. The initial consideration would be based on the approval scheme recently devised by the US Food and Drug Administration for closures on controlled drugs.

From the experience gained the committee would draw up principles of design, approvals criteria and possibly at some later date, a list of approved designs which might be the subject of BSI kite mark approval.

The report of the meeting emphasised, however, that "even the short term approach presents many problems and

even though every effort will be made to achieve results quickly, it is not possible to give any 'completion date' at this early stage."

Implementing Noel Hall in Wales

In reply to inquiries from the Society, the Welsh Office had stated that "The implementing of the recommendations of the Noel Hall report in Wales is principally a matter for the Welsh Hospital Board. It is for the board to decide to give priority to the appointment of a regional pharmacist." The Society had drawn attention to the fact that the proposals for the reorganisation of the Health Service in Wales did not include provision for a regional tier.

The Welsh Office said that consideration was still being given to the functions which would be performed by area health authorities, the Welsh Health Technical Services Organisation and the Welsh Office. A decision on which authority could most appropriately take over responsibility for individual services provided by the board, including that of the regional pharmacist, would not be taken for some time.

It was also reported that as a result of concern expressed over discussions at the Welsh Office on matters pertaining to pharmacy at which no pharmacist had been present on the Welsh Office side, it had been decided that at any such meetings in the future a pharmacist from the Department of Health would attend.

The hospital practice subcommittee considered that every effort should be made to bring about the early implementation of the Noel Hall recommendations in Wales and that the reply from the Welsh Office was unsatisfactory.

The Practice Committee recommended that the Society should write to the Secretary of State for Wales emphasising its concern about the need for early implementation of the Noel Hall recommendations and asking for a meeting.

It was noted that all the firm proposals made by the Society with regard to the information to be given on data sheets under the Medicines Act had been accepted by the Department of Health. Council considered that that was a most satisfactory outcome of the representations made to the Department.

Mr J. Ferguson (an assistant secretary) explained the actions taken on the statement by Sir Keith Joseph, Secretary for Social Services, concerning hexachlorophane. The Society had been able to obtain an undertaking that a copy of the statement would be posted to all pharmacies and hospital pharmaceutical departments on the same day it had been made. The Society's statement had been prepared and a press release drafted as soon as the Society knew that an announcement was to be made. Boots' decision to take hexachlorophane-containing baby products off sale had become a news story which had received wide publicity.

Mr W. A. Beanland thought there was now a situation whereby hexachlorophane-containing preparations were not available from pharmacies but were widely available on free sale and display from other sources. Supermarkets were full of such preparations on open display. He felt that that was an anomaly which would reflect against pharmacists. Mr J. E. Balmford expressed the contrary view, that the action would reflect to the credit of pharmacists because the public would realise they were acting responsibly. If the members of the Society explained to the public why those preparations were not available and the fact that they had voluntarily withdrawn supplies, that would be to the profession's credit.

It was noted that a letter in the February issue of the Women's Institute magazine *Home and Country* had asked that members should be "given a warning" to check the numbers of tablets supplied on prescription. Noting that a strong reply had been sent to the editor of the magazine, the Organisation Committee drew attention to the fact that the Women's Institute had previously agreed to consult the Society on any matters affecting pharmacy. It was agreed to remind the Women's Institute of this undertaking.

Sir Keith at Conference

It was noted that Sir Keith Joseph had accepted an invitation to attend the opening session of the British Pharmaceutical Conference at Keele in September.

Mrs Estelle Leigh was congratulated on her election to the general purposes subcommittee of the home safety committee of the Royal Society for the Prevention of Accidents.

The Education Committee agreed a list of pharmaceutical establishments which were recommended for approval for the purposes of pre-registration experience.

A report was given of the meeting at which the vice-president (Mr J. P. Kerr), Dr W. R. L. Brown and Mr J. Ferguson had given evidence on pharmacists in the forces to the Defence Medical Services Inquiry Committee on February 14.

It was recommended that it should be made known to the Department of Health and to the British Medical Association that in the next printing of the monoamine-oxidase inhibitor treatment cards, the Society considered that pickled herrings should be added to the list of foods it gave.

LETTERS

No stamps

With reference to your Comment on trading stamps (February 26) I put a "free film" offer to the test. Typhoo Tea, a few months back, offered a "free film" for two coupons. A processing charge was requested.

The two coupons were sent off with the explanation that I did my own processing. No "free film" appeared (or explanation).

Keep out the stamps!

R. D. Gaiger
Sutton, Surrey

'Guilty' of caring

I refer to the letter "Whose Spokesman?" (February 19, p 234). It would appear that your correspondent Mr J. V. Tapster is somewhat peeved that my comments have been quoted in the national Press on a number of occasions recently on pharmaceutical topics. He insinuates that my interest in pharmacy is only of recent origin, and attempts to denigrate my attempts to raise the standard of our service to the public, by making false and misleading innuendos as to my motives.

If Mr Tapster had read the national dailies more carefully over the past five years he would have by now observed that my comments have been sought and published on a number of occasions, on subjects of pharmaceutical importance; if he had also during this period read his professional journals more carefully, again he would realise that I have on numerous

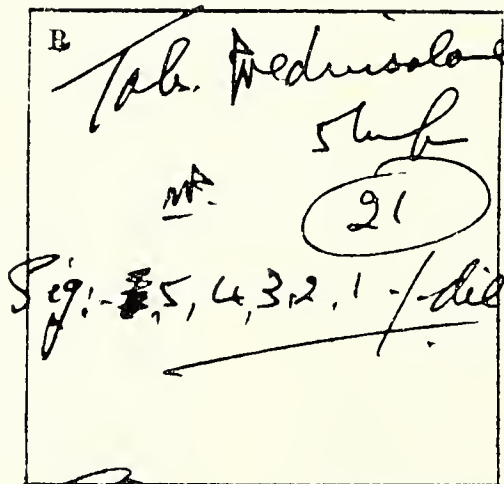
occasions attempted to put forward ideas for the betterment of our "lot". If this is what Mr Tapster calls "showbiz publicity" then I, together with numerous other pharmacists anxious about the future of our profession and our service to the public must be equally guilty.

Not knowing Mr Tapster personally, I am unable to judge whether or not his other remarks concerning the Department of Health were meant seriously; but I would advise him most earnestly that before he seeks the limelight again by attacking me publicly, he should ensure that his remarks are factual, and that his presentation is more precise.

Stanley Blum
London W11

Cure or kill

C&D readers may be amused by the labelling instructions on this prescription. With the current trend for patients to try to read their prescriptions before handing them in, a literal reading might cause the patient some alarm, writes the Kent pharmacist who dispensed it.



COMING EVENTS

Sunday, March 12

South Wales Area, National Pharmaceutical Union, Park hotel, Cardiff, at 3pm. Meeting addressed by Mr D. N. Sharpe, and Mr A. G. Trotman, on "Feasibility study of a voluntary trading organisation."

Monday, March 13

Harrow Branch, Pharmaceutical Society, Northwick Park Hospital, Watford Road, Harrow, at 8pm. Dr Davis on: "Pharmacy—national and international."

Physics Exhibition 1972, Alexandra Palace, Wood Green, London N22 (until March 16).

South East Region, Pharmaceutical Society, Post-graduate Medical Centre, Mayday hospital, Croydon at 7.45pm. Dr Thrower on "Prostaglandins."

Sunderland Branch, Pharmaceutical Society, Sunderland Polytechnic, at 8pm. Quiz night.

Tuesday, March 14

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe Hotel, Margate, at 7.45pm. Annual meeting. Lt Cdr Bailey on "Gold."

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde Hospital, Motherwell. Mr A. G. Morris on "Professional general practice pharmacy in Colchester."

South East Metropolitan Branch, Pharmaceutical Society, and **South East London Chemists' Association**. Joint meeting with **West Kent Branch, Wellcome Research Laboratories**, Park Langley, Beckenham. "Migraine: cause and treatment."

Wednesday, March 15

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Royal Victoria Hospital, Boscombe, at 1.15pm. Dr J. Stride on "Some geriatric mental disturbances." Main Committee Room, New Hospital, Poole, at 1.15pm. Dr A. Raikes on "Problems of development."

Chiltern Region, Pharmaceutical Society, Department of Pharmacy, Chelsea College, Manresa Road, London SW3, at 7.30pm. "Bioavailability of drugs—influence of formulation (lecture course)."

Colchester Branch, Pharmaceutical Society, Red Lion hotel, High Street, Colchester, at 7.30pm. Annual dinner and dance.

Hounslow, Wembley and West Middlesex Branches, Pharmaceutical Society, Osterley Motel, Great West Road, Isleworth, Middlesex, at 7pm. Dinner and dance.

Stockport Branch, Pharmaceutical Society, Deanwater hotel, Woodford, at 8pm. Informal supper dance.

West Hertfordshire Branch, Pharmaceutical Society, Factory Showroom, Vauxhall Motors, Luton, at 2.15pm. Works visit. (Also March 16.)

BOOKS

Surgical Dressings and Wound Healing. Edited by K. J. Harkiss. **Bradford University Press** in association with **Crosby Lockwood & Son Ltd**, 26 Old Brompton Road, London SW7. 8½ x 5½ in. Pp 153. £2.50.

The basis of this book is thirteen papers presented by recognised authorities, British and American, at a symposium held at the University of Bradford in 1970.

There are chapters on the development of standards, the testing and the sterilisation of dressings. A regional supply service is described and the influence of dressings on healing is discussed.

Other sections deal with human and animal studies of repair processes and how they are affected by dressings. Skin sensitisation and toxicological problems are elaborated on and the final chapter outlines recent developments.

The Complete Guide to Retail Management. Alan Fiber. **Penguin Books Ltd**, Harmondsworth, Middlesex. 7 x 4½ in. Pp 320. £0.50

"If you can't beat them, join them" is a well-worn cliché today, but it is nonetheless true in retail business. Independents have seen the large multiples grow from strength to strength, their secret being that they adopt modern management techniques usually following on after an investigation team have studied the situation. The techniques employed and forward planning done by successful businesses form the subject matter of Alan Fiber's manual in the Pelican series.

Included are chapters on finance, market research, buying, stock management, shop layout and legal matters.

Thursday, March 16

Anglia Region, Pharmaceutical Society, School of Pharmacy, Brunswick Square, at 8pm. Refresher course, "The Medicines Act and Misuse of Drugs Act. How it affects the pharmacist. And Post-graduate Medical Centre, Colchester "Skin diseases and their treatment. Topical steroids in practice."

Lincoln Branch, Pharmaceutical Society, Eastgate hotel, Lincoln at 8pm. Annual General Meeting.

Pharmaceutical Society, 17 Bloomsbury Square, at 7pm. Mr F. J. M. Reynolds and Mr J. C. Barfield on "The use of drugs in the coronary care unit."

School of Pharmacy, 29-39 Brunswick Square, London WC1N 1AX, at 5.30pm. Two lectures on "Some aspects of natural product chemistry by Professor D. H. R. Barton. Second lecture Friday, March 17 at 5.30pm."

Worthing Branch, Pharmaceutical Society, Burlington hotel, Worthing, at 8pm. Miss H. E. Anderson on "Medical appliances and their practical use."

Friday, March 17

Fife Branch, Pharmaceutical Society, Golden Acorn Hotel, Glenrothes at 8pm. Informal dance.

Saturday, March 18

The Square Association, Hanover Grand, Hanover Street, at 7.30pm. Sessional Ball 1972.

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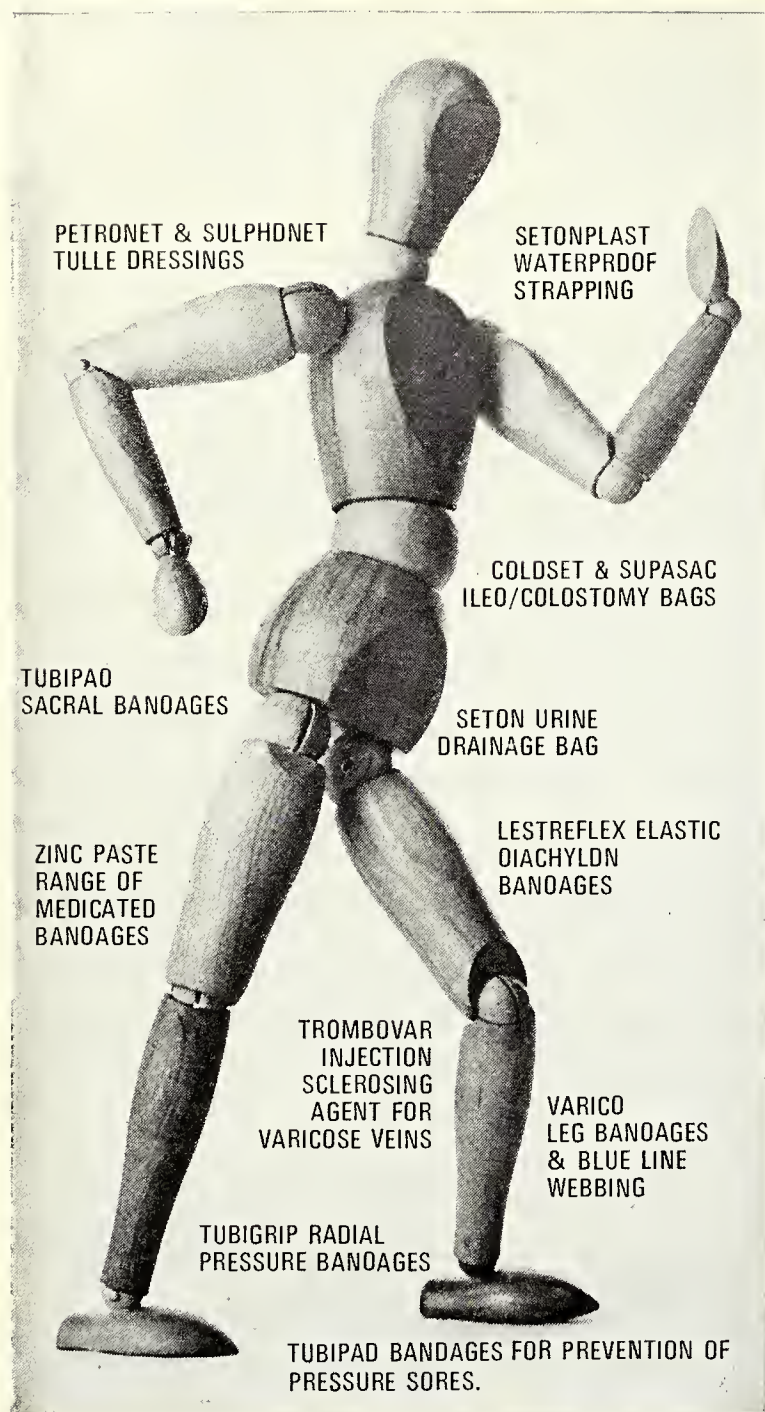
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Tel: 01-688 7211.




MARKET NEWS

Little activity during week

London, March 8: There was little interest in any of the markets during the week and both crude drugs and essential oil prices were little changed.

Easier again were gentian root, Matto Grosso ipecacuanha, Brazilian menthol benzoin and dandelion root. Belladonna root was dearer.

Chinese peppermint oil was not quoted on the spot and shipment was up £0.10 kg at £2.30.

Some imported antibiotics have shown a substantial fall—penicillin VK, for instance, is currently being quoted at around £7 kg.

Pharmaceutical chemicals

Acetic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots £5.62½ kg.
Alcohol: (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. In drums 900 gal minimum respective prices are £0.317, £0.329; Synthetic grades are 96 per cent, £0.233 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; industrial grade 95 per cent £0.164 in bulk and £0.178 in drums.

Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88.20.

Ascorbic acid: £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

Benzoic acid: One-metric ton lots £30.42 kg.

Borax: BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per ton.

Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg.

Calamine: BP grade £280 metric ton for 250-kg lots.

Calcium carbonate: BP precipitated £49 per 10,000 kg.

Calcium gluconate 250-kg lots £0.63 kg.

Calcium lactate: 250-kg £412 per metric ton.

Calcium pantothenate: £5.23 kg; 25-kg, £5.18 kg.

Calcium sodium lactate: metric ton. £709 for 50-kg lots.

Cantharadin: £75 per 100 g.

Carotene: Suspension 20 per cent £16.73 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.

Cortisone: acetate £0.25 per g.

Cyanocobalamin: up to 200-g lots £2 per g.

Dienoestrol: 5-kilo lots £62.50 kg.

Digoxin: Up to 25-g lots £2.60 per g.

Dimidium bromide: 5-g lots £3.20 g.

Dextromethorphan: Hydrobromide £98.53 kg.

Emetine: hydrochloride £375 kg;—bismuth iodide £212.50.

Ephedrine: (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

Ether: Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Ferrous gluconate: £628 metric ton in 50-kg lots.

Ferrous phosphate: In keas £0.46 kg.

Folic acid: 1-kg £32; 50-kg £28.29.

Gallic acid: 1,000-kg lots £1.62 kg.

Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £69 (5-drum lots).

Hydrocortisone: Acetate or alcohol £0.25 g.
Hydrogen peroxide: 35 per cent, £130 per 1,000-kg.

Hydroxocobalamin: £5.25 per g.

Ichthammol: 1,000-kg lots £0.52 kg.

Iodides: (Per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

Iron ammonium sulphate: 100-kg £205 per metric ton.

Iron and ammonium citrate: (per metric ton) granules, 50-kg lots £650 1-ton £620. Scales 50-kg £820; 1-ton £790; green £830.

Iron phosphate: £470 for metric ton 50-kg lots.

Lactic acid: £570 metric ton for 50-kg lots.

Mercurochrome: £7.95 per kg.

Mersalyl: Acid £15.75 per kg; sodium £21.50.

Methylated spirits: In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.
Nicotinamide: (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.

Nicotinic acid: (Per kg) 1 kg £1.93; 50-kg £1.83.

Oleic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

DPanthenol: £9 kg; 5-kg £8.50 kg.

Paracetamol: 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

Parachloro-meta-xyleneol: 50-kg lots £0.90 kg.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

Phenitane: 25-kg lots £3.93 kg.

Phenolphthalein: 250-kg lots £0.94 kg.

Potassium citrate: £353 per metric ton.

Potassium permanganate: BP £0.22½ kg technical £0.21½.

Pyridoxine: £6.15 kg; 25-kg £6.05 kg.

Pyrogallol acid: Pure 500-kg lots £4.73 kg.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Riboflavin: £14.16 kg; 25-kg £14.06.

Saccharin: BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

Salicylamide: (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Sodium benzoate: One-metric ton lots £28.33 kg.

Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium carbonate: 98-100% in 1-cwt bags from £23.47 long ton delivered in 8-ton lots.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

Sodium citrate: £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

Sodium percarbonate: (Per metric ton) £163.

Sodium potassium tartrate: £295 per metric ton.

Sodium salicylate: 1,000-kg lots £0.50 kg.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.

Sodium thiosulphate: £44 per metric ton.

Sorbitol: Powder £335 metric ton for over 250 kg.

Stilboestrol: BP in 25-kilo lots £33 kg.

Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.

Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Theobromine: Alkaloid £13.50 kg delivered.

Theophylline (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

Thiamine: Hydrochloride and nitrate £7.55 kg; 5-kg £7.52 kg; 25-kg £7.50.

Thymol: In 1-ton lots £2 per kg.

Vitamin A: Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.90.

Vitamin D: Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

Vitamin E: (per kg) £9.25; 5 kg lots £9.15; 25 per cent dry powder £4.29 and £4.69 respectively.

Crude drugs

Aconite: Spot £1,050 metric ton; £1,050, cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £230 spot; £215 cif. Curacao £790 spot; £750 cif.

Balsams: (lb) Canada: £1.80 spot; shipment £1.75 cif. Copaiba: BPC £0.50; Para £0.40. Peru: £1.15 £1.10, cif. Tolu: BP £0.70.

Belladonna: Leaves £0.15 lb spot and cif, herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.

Benzoin: BPC, £36.50 cwt; £32-£33, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.75 prime seeds £1. Ceylon No 1 £1.10.

Cascara: Spot £325 metric ton; shipment £305, cif.

Cassia: Ligna, whole nominal.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.20 lb; £0.17, cif.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £295 ton, cif. Ceylon quills four O's £604.80, quillings £324.80.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £5.20, cif.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot nominal; £650, cif.

Dandelion: Root £440 metric ton spot; £410, cif.

Ergot: Nominal.

Gentian: Root £430 per metric ton spot; £410, cif.

Ginger: (ton) Cochin £205, cif. Jamaican No. 3 £1,050 spot; £850, cif. Nigerian split £160, cif; peeled £300 spot, £260, cif.

Gums: **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £451 cwt spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.

Honey: (ton) Australian light amber £252; medium £240. Canadian £290. Mexican £246. Chinese £190.

Hydrastis: £1.85 lb spot; £1.80, cif.

Ipecacuanha: (Per lb) Matto Grosso £2.75 spot; £2.60, cif. Costa Rican £2.40 spot; £2.25, cif.

Jalap: Mexican 15%, resin £850 metric ton, cif.

Kola nuts: West African halves £90 metric ton spot; shipment £75, cif.

Lanolin: Anhydrous BP minimum 1,000 kg £317 £415; cosmetic grade £430.

Lemon peel: Spot £220 metric ton; £190, cif.

Liquorice root: (metric ton) Chinese £110. Russian £95. Spray-dried powder £396, delivered. Block juice £431.50.

Lobelia: American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £2.10 lb spot; £1.75, cif.

Mace: Grenada £0.35 lb, fob.

Menthol: (kg) Chinese spot £6; shipment £5.95, cif. Brazilian spot £4.60; March-April £4.30, cif.

Mercury: Spot £212 per flask of 78 lb.

Nutmeg: (Per ton, cif), Grenada: 80's £580; sound unassorted £430, defectives £372, all cif.

Nux vomica: Spot nominal; shipment £100 metric ton, cif.

Pepper: (ton) Spot Sarawak black £380; white £480.

Pimento: £890 ton, cif.

Podophyllum: Nominal.

Quillaia: Nominal.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £82-kg.

Sarsaparilla: Spot and cif nominal.

Seeds: (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £360; shipment £285, cif. **Corlander:** Moroccan £77, cif. **Cumin:** Indian £235, cif. **Dill:** Indian £130, cif. **Fennel:** Indian £165, cif. Chinese £120, cif. **Fenugreek:** Moroccan for shipment £63, cif. **Mustard:** £60, £120.

Senega: Canadian £1.60 lb spot; £1.55, cif.

Senna: (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11½; manufacturing £0.08½; Alexandria h/p £0.57-£0.65 ex wharf; manufacturing cleared.

Squill: White spot £260 metric ton; £250, cif.

Styrax: £1.12½ lb spot; £1.10, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Turmeric: Madras finger £160 ton; £135, cif.

Valerian: (metric ton) Continental £285; £275, cif; Indian £290 spot; £280, cif.

Waxes: (ton) **Bees'** nominal; **Candelilla:** £570 spot; £540 cif. **Carnauba:** fatty-grey £375, £345, cif prime yellow £725 spot; £685, cif.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential oils

Almond: Drum lots £0.60 kg.

Amber: Rectified spot £0.33 kg.

Anise: Chinese £1.40 kg spot; £1.30 cif.

Orange: Sweet £0.54 kg spot; bitter from £3.15.

Palmarosa: £7.50 kg spot, £6.50, cif.

Patchouli: Spot £3.86-£4 kg.

Pennyroyal: £2.50-£2.70 kg to arrive.

Pepper: English distilled ex black £32.50 kg.

Peppermint: (Per kg) Arvensis Chinese, no spot; £2.30, cif; Brazilian £1.75 spot; March-April £1.62½, cif; April-May £1.58. American piperata from £3.85.

Petitgrain: £2.80 kg spot; £2.65, cif.

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FULLY-FASHIONED BABY PANTS

Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, pink, blue, yellow. Small, medium, large, extra-large. Samples and price-list. QUANTITY QUOTATIONS. (Mfr'd. by)

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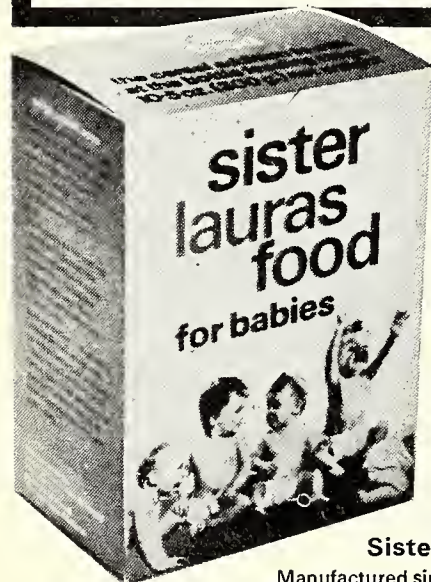
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Sister Lauras



The simple cereal content is purposely NOT fortified with added minerals or vitamins therefore it can be given with 'other' foods, (this could give you even more profit!). A simple, honest food that encourages healthy babies, quiet nights, happy days. From all wholesale chemists.

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Classified advertisements

Hospital appointments

PONTYPRIDD AND RHONDDA HOSPITAL MANAGEMENT COMMITTEE

EAST GLAMORGAN GENERAL HOSPITAL, CHURCH VILLAGE

Vacancies exist for the under-mentioned grades of Paramedical Staff at this large Acute Hospital, which is being developed as a District General Hospital. A new pharmacy has recently been completed which includes a quality control laboratory, sterile fluid unit, etc.

SENIOR PHARMACIST

£1563-£1944 per annum

BASIC GRADE PHARMACIST

£1431-£1797 per annum

Whitley Council terms and conditions of service apply to all posts. New entrants subject to medical examination, including chest X-ray.

Application forms from: P. V. Davies, Group Secretary, Group Headquarters, Albert Road, Pontypridd, and should be returned as soon as possible.

HIGH WYCOMBE & DISTRICT HMC

Wycombe General Hospital High Wycombe Bucks.

PHARMACY TECHNICIAN required for this modern Pharmacy. Good working conditions and opportunity to gain wide experience in a busy general hospital. Applicants must possess a recognised pharmacy certification. Salary within scale £894 to £1,254 per annum. Further details from Group Chief Pharmacist, High Wycombe 26161, Ext. 250.

BOARD OF MANAGEMENT FOR LENNOX CASTLE AND ASSOCIATED HOSPITALS. CHIEF PHARMACIST CATEGORY III. Applications are invited from Pharmacists (Male or Female) for the post of Chief Pharmacist Category III in this group of hospitals, located at Lennox Castle Hospital, Lennoxtown. Residential accommodation available for a single person. Superannuable post—Whitley Council Conditions of Service. Present Salary Scale £1,929-£2,562. Applications stating age, qualifications and experience, together with the names of three referees to the Group Physician Superintendent, Lennox Castle Hospital, Lennoxtown, Stirlingshire.

Public notices

THE PROPOSED ACQUISITION OF GLAXO GROUP LIMITED BY EITHER THE BOOTS COMPANY LIMITED OR BEECHAM GROUP LIMITED

On the 4th February 1972 the Department of Trade and Industry referred the proposed acquisition of Glaxo Group Ltd by either The Boots Co Ltd or Beecham Group Ltd to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act 1965. The Commission are required to make their report within five months.

The Monopolies Commission will be glad to have comments or evidence on these proposals from interested parties. Any person or organisation wishing to give such evidence should communicate as quickly as possible with:

The Secretary,
Monopolies Commission,
New Court,
48 Carey Street,
London WC2A 2JT.

Situations wanted

YORKSHIRE. Experienced Salesman with large live connection Retail/Wholesale open to represent established company. Salary and/or Commission terms. Box No. 1886.

Agents

FULLY EXPERIENCED AGENTS REQUIRED

To sell exclusive, imported vacuum jugs and ice buckets, special giftware quality at competitive prices. Excellent opportunity. 10% commission. Areas:—London and suburbs and other territories.

Alpine Factories Ltd.,
22 Wardour Street,
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Agencies required, Import/Export, Australia-Great Britain. Experienced British and Australian Directors. Box No 1902.

AGENTS REQUIRED

All areas

for our Omniped Foot Cushion and our new Omniped Health Sandals.

Apply to:

International Foot
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345 City Road,
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Apply in writing to:

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6 Tay Street,
PERTH.

AGENTS WANTED many areas, proprietary medicines. Commission 10%. Well advertised lines. Contact B. G. SPENCER LTD, Station Road, Shenhstone, Lichfield, Staffs. WS14 0NP. Phone: Shenhstone 480314 mornings. 021-353 2071 evenings.

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We are a fast expanding company selling cosmetics and toiletry bags, also textiles to wholesale and multiple chemists, co-operatives and cash and carry wholesalers.

Salesmen with good connections with these outlets are required to cover the following areas:

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- (2) London and Herts, Bucks, Beds, Northampton
- (3) Cornwall, Devon, Somerset, Dorset, Hampshire, Oxford.
- (4) Eire

Existing accounts will be handed over to right man.

Apply in writing to:

H. A. Bodger,
Consumer Products
(Marketing) Co.,
31 Asmunds Hill,
LONDON, NW11 6ES.

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Wanted in any quantity—Mandelle Quilted Hot Water Bottles; Gillette "Gold Plated" Razors; H. Wolman Pharmacy Ltd., 76 Brick Lane, London, E1 6RL. Tel: 01-247 7760.

IRELAND: Pharmacist requires a few old ointment jars, shop rounds, etc., for decorations. Phone: LISBURN (Co. Antrim) 6147 at 6.30 p.m.

Situations vacant

UCAL

Young Bachelor of Pharmacy required for Pharmaceutical and Analytical department of UCAL.

Apply in confidence, Managing Director, United Chemists (UCAL) Limited, Ucal Works, Cheltenham, Glos.

Trade services

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Highest resolution Black/White, and Colour Photo-Microscopy. Our qualified staff, will be pleased to discuss any problem, from a simple analysis, to a full scale Research and Development Project.

In the first instance, please write or telephone our Technical Director.

Dept. "C",
ROCK BANK LABORATORIES,
BOLLINGTON,
MACCLESFIELD, Cheshire.
Tel: Bollington 2459/50 or 2777.

Business Opportunities

MANUFACTURING business required. General medicines, Cosmetics, Household Ware considered.

Locality North of England, Midlands, or South. Ample capital available for immediate investment. Please send rough outline of details to BOX No. 1904.

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College Hospital Group

ST. FRANCIS' HOSPITAL,
ST. FRANCIS' ROAD, EAST
DULWICH, S.E.22

PHARMACY TECHNICIAN

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Enquiries to the Chief Technician—telephone: 01-274 9941.

Applications to the Deputy Hospital Secretary.

Classified advertisements

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Tablet counters, Triangular, Stainless Steel.			
Type 'A'	Two walls	6" side	70p
		8" side	80p
	or £2.20 per set	10" side	90p
Type 'B'	Three walls	6" side	80p
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	or £2.50 per set	10" side	£1.00
Capsule counters, Stainless Steel			
Rapid and accurate counting in multiples of ten			
		5" x 3 1/2"	85p
	or £1.80 per set	7 1/2" x 3 1/2"	£1.10

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White enamelled steel platform 10" x 6". Supports bottle and catches stripped labels in tray. Complete with plastic handled cutter and five spare blades, £2. Spare cutter 25p. Spare blades 5 for 20p.
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Fitted with bristle brush for all over moistening of labels up to 6" wide at one flick with no unstuck corners. Will give a lifetime's use, £3.80.

Graduated Measure Jugs, Stainless Steel.
2 1/2 litres, 80 fl oz £3.50
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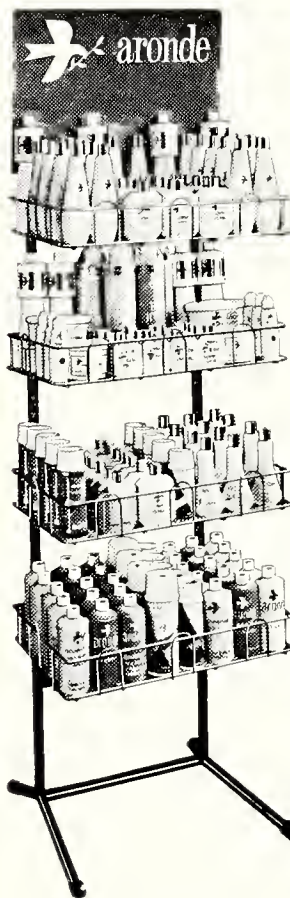
The associated company of Grey Owl Laboratories Ltd.

A stylized clapperboard graphic. The top bar is black with the words "TAKE TWO" in large, white, bold, sans-serif capital letters. Below this is a series of black and white diagonal stripes. The bottom bar is black with the word "aronde" in a large, white, serif font. The overall design is minimalist and high-contrast.

TAKE TWO

- for a
première-proved
double-feature
sales programme
produced by

aronde



For film-stars or housewives, *Aronde* beauty products are your most spectacular sales-booster ! And hard on the heels of this fortune-making *Aronde* display, projecting our wide range of toiletry and cosmetics from the smallest space possible, comes news of our success-proved pouchette and holdall range !

Already selling in more than fifty countries—these fast-selling lines can draw your richest audience . . . estimated at many gross of sales each year! Research proves ten million women buy a new pouchette once a year—and many buy twice or three times . . . so take advantage of this season's big-feature range *and* super-value price-reduced items.

SHOOT! If you want 50%* profit on cost or more, fill in this special advance coupon now—and shoot it off to us! Our representative will soon call to give you the facts about the *Aronde* big double-feature sales drive!

*excluding purchase tax.

TO: ARONDE LABORATORIES LTD. SHERBOURNE AVENUE, BINSTEAD, RYDE
ISLE OF WIGHT. TEL: RYDE 3761

Please help me stake a claim in the *Aronde* sales programme—
without obligation!

Name

Address

CD/11/3/G


Where would Lastolita be without your support?



Here's a little something in return!

We know we're dependent on your support. You're a vital part of our service to the public. So we like to do as much as we can for you, to make your sales effort that much more effective, that much easier. We give you such things as window and counter display items. A nationwide advertising campaign in Radio Times, The People, Daily Mail and Daily Express, reaching over 19 million women readers.

A reliable, by-return, delivery service. A no-quibble guarantee. And really excellent discounts on six or more pairs. And, above all, a sales force that calls exclusively on chemists. Ask your Lastolita representative. He's there to give you all the support you need. In return for your support to us!



Lastolita

LIGHTWEIGHT ELASTIC STOCKINGS AND TIGHTS
The foundation for perfect legs.
Lastonet Products Limited,
Redruth, Cornwall.